Trade and Industry

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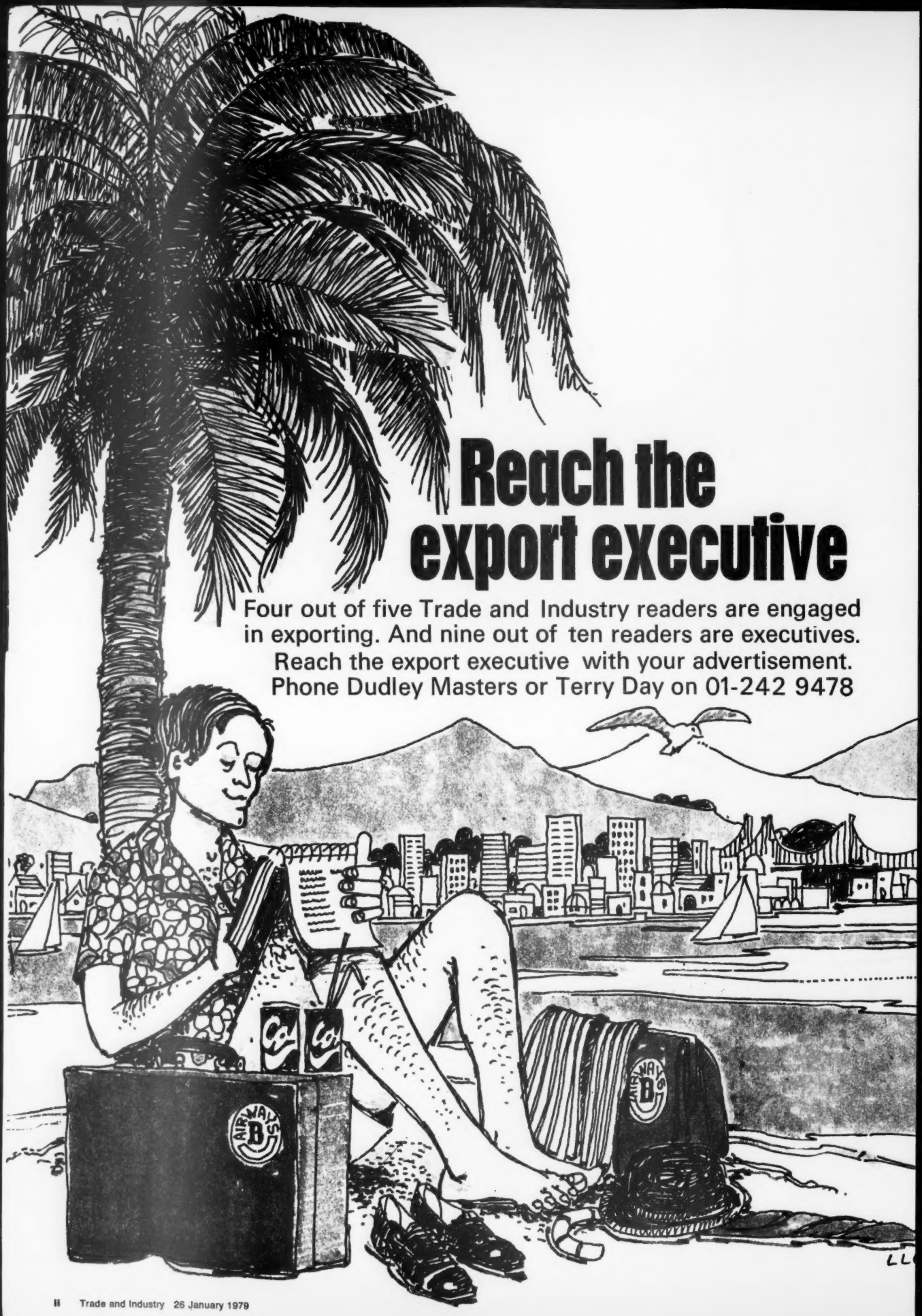
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Trade and Industry

26 January 1979

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Trade and Industry this week

HOME

Beating inflation remains priority – Callaghan

Excessive wage demands, if met, can only lead once more to spiralling inflation, growing unemployment and falling living standards Prime Minister James Callaghan said on Tuesday.

Speaking in London, at the seventh Industrial Strategy conference organised by the Trades Union Congress (TUC), Mr Callaghan said we were now seen to be in danger of throwing away the benefits that had resulted from cutting the inflation rate to single figures.

'Some groups are asking for awards which the economy cannot sustain without a return to inflation. As a result, in other industries workers are placed in a dilemma,' he said.

Mr Callaghan told the conference that Britain now had a 'two-pronged task'. 'On the one hand, beating inflation. On the other hand, the search for greater efficiency through the Industrial Strategy. Without greater efficiency, we shall not achieve a sustainable non-inflationary growth in the real value of the pay-packet. You cannot have the one without the other.'

The Prime Minister said that if the average level of productivity in manufacturing industry could be raised to the level of the best firms, Britain's economic performance would be transformed. 'That is what the Industrial Strategy is all about.' He stressed that industry must become more competitive, and this ultimately meant improving productivity.

'It is here that the Industrial Strategy comes in as the cement that binds together government, the unions and management in pursuit of those goals which we have in common'.

The 40 sector working parties (SWP') 'in the best spirit of constructive trade unionism' had done a good job in agreeing on the main problems and opportunities faced by their industries, Mr Callaghan said, and had come up with many important recommendations. And government had responded positively by providing substantial amounts of money for investment in selected sectors.

Among all the Industrial Strategy sectors, however, the electronics sector represented perhaps the best growth opportunities in the years ahead and the government was determined that Britain should get 'up front in the "electronics revolution" '.

As a result of government commitment to the promotion of microelectronics, 'a new technological dimension' had been introduced into the Industrial Strategy.

Looking ahead, the Prime Minister said we were well-placed to become a major microelectronic centre alongside the United States

and Japan. 'But,' he went on, 'none of the efforts – either in electronics or in the Industrial Strategy generally – can succeed unless we also succeed in our struggle to bring inflation under control'. That struggle is the foundation of all our other economic policies.'

Nowhere was this more true than in electronics, where to make full use of new and fast-changing technologies, firms and industries had to be prepared to look ahead three, five or more years, and to commit their funds accordingly.

But firms could not plan for the future in this way, any more than families could, if they had no idea of the value their money would have in a few years' time – no idea what their costs would be, or the prices their goods would command in foreign markets, or whether the money they could earn then would cover the interest on the money they were borrowing to invest now. 'Rapid inflation falsifies economic calculation and condemns to futility all our efforts to plan and invest for the jobs of the future.' None of us wanted to repeat the experience of the wage explosion in 1974 and 1975.

Microelectronics: awareness report received

The planning report for a national awareness programme in microelectronics, commissioned by the Department of Industry from PA International last month, was presented to the department on Thursday (25 January). A decision on the report will be reached next week.

The broad aim, the department says, is to ensure that decision-makers in industry and the trades unions can assess fully the pace and pervasiveness in a wide range of products and production processes.

The department has been actively supporting the development of training courses for engineers in industry. This scheme has been in operation since December, and it is estimated that proposals already approved will more than double the volume of training available to industry for 1979.

Guidelines for training proposals are available from the National Computing Centre, Oxford Road, Manchester M1 7ED.

Food supplies adequate – Silkin

Agriculture minister John Silkin reported to the house of commons on Monday 22 January that the movement of food and animal feed was continuing to improve, following the issue of a code of practice on picketing by the Transport and General Workers' Union (TGWU) on 18 January.

This emphasised that picketing should be confined to those parts of the road transport industry actually in dispute and said that pickets should not seek 'to prevent, hinder or delay vehicles carrying supplies, including livestock, for the production, packaging, marketing and distribution of food and feedstuffs', he said.

He added that it was still too soon to say whether the code would be properly observed, but the TGWU and the United Road Transport Union were trying to get the food moving.

Mr Silkin told the house that during the road haulage dispute the public had been able to buy adequate supplies of essential foods. So far there had been some shortages of certain commodities, such as sugar, fats, salt and eggs, and the situation in the north and north west had been worse than in the south.

'But there has not been anything which could be called a food shortage.' There were still good stocks of food in the country, at the ports, in warehouses and silos, and adequate supplies in the shops, he said.

January unemployment figures published

Seasonally adjusted figures issued by the Department of Employment on Tuesday show that the number of unemployed in Great Britain on 11 January was 1 280 000. This represents 5.5 per cent of all employees, excluding school leavers.

There has been an increase in the number of unemployed of 17 600 since 7 December, but in the last three months there has been on average a decrease of 6500 a month. Of the total unemployed in Great Britain, 202 000

had been unemployed for four weeks or less. It is estimated that about 1 063 000 were unemployed for more than four weeks, and were aged under 60.

The average number joining the unemployment register in the three months ending December 1978 was 390 000 per month, compared with 388 000 in the three months ending September, and 369 000 in the three months ending June 1978. The average numbers leaving the register in these three periods were 399 000, 390 000 and 380 000 per month respectively.

The average inflow of vacancies in the three months ending December was 235 000 per month compared with 233 000 in the three months ending September, and 221 000 in the three months ending June 1978. The average outflows in the three periods were 232 000, 231 000 and 221 000 per month respectively.

Materials handling exhibition opens

An exhibition sponsored by the Department of Industry and entitled 'materials on the move' opened at the Design Centre, London, on Tuesday. It will run to 24 February. The movement and storage of goods absorbs about £18,000 million annually and the exhibition highlights some of the latest technology designed to improve materials handling methods.

Over the past five years, the Department of Industry's committee for materials handling has been actively promoting an awareness of the importance of materials handling in industry. The Design Centre exhibition will help to maintain the impetus that has been started in industry while the British Materials Handling Board (BMHB) is being set up. When fully established – later this year – the BMHB will act as a catalyst between industry and materials handling manufacturers.

The scope of the exhibition organised by the Design Council is broad but it does not pretend to be a definitive exposition of all the areas in which materials handling techniques can be successfully applied. Attention is focused on the areas of materials handling which offer industry the best potential for the successful improvement of technique.

Top management often unaware of poor safety performance

Top management is too often ignorant of how well or badly its own safety policies are being implemented says a report published on Wednesday by the Health and Safety Executive. The report says that poor quality of information is partly to blame, but mostly it is the failure of management in monitoring safety performance properly.

The Chief Inspector of Factories, Jim Hammer, who drew up the report, says the accident statistics or incidence rates, the relationship with the inspectorate, or the judgements of the company's own safety department or management organisation all provide useful strands of information. But management needed, above all, some way to make qualitative judgements about the performance of its various units and its individual managers. This will be all the more important since safety representatives legislation came into force in October 1978.

The move towards greater involvement of employees in workplace health and safety, and the new initiatives stemming from organisational changes within the Factory Inspectorate, are two major themes in Mr Hammer's report.

While traditionally the report reflects 'things that have gone wrong in industry', Mr Hammer believes that the further decrease in the number of fatal accidents in factory processes; the encouraging evidence of health and safety improvements; and new initiatives in the use of flammable liquids, are among the signs that encourage optimism.

The report, 'Health and safety: manufacturing and service industries 1977', is available from HMSO, £2.75 plus postage.

Official handbook published

There are now more than 9¼ million women workers in Britain according to the official handbook, 'Britain 1979', which was published on Tuesday. Women comprise two-fifths of the nation's workforce, the highest proportion of working women to working men in the European community.

The handbook has been compiled by the Central Office of Information and covers national and local government, justice and the law, the national economy, industry, social welfare, the arts, the churches, and sport.

On energy, the handbook says the offshore oil industry has already created between 56 000 and 65 000 jobs in Scotland. Facts on consumer spending point to people now spending less of their incomes on food, tobacco, clothing and footwear than in the previous decade, but more on housing, fuel and light.

The handbook is prepared on behalf of the Foreign and Commonwealth Office for use by the British information services overseas, but is also available in Britain, from HMSO, £7.00.

Spaniards inspect Gatwick and Heathrow

A high-level team of Spanish officials visited Gatwick and Heathrow airports on Monday and Tuesday. The purpose of the visits was to assess the advantages claimed for operating air services from Gatwick and follow discussions in Madrid last October about services between the UK and Spain.

The Spanish party, led by Jorge del Pino, deputy director, Ministry of Foreign Affairs, included representatives from the Ministry of Foreign Affairs, the Ministry of Transport and Communications and Instituto Nacional de Industria. British government officials accompanied Senor del Pino and his party.

Government policy of transferring suitable blocks of traffic from Heathrow to Gatwick to avoid the serious congestion that would otherwise occur, was announced in the house of commons by Edmund Dell, the then Secretary of State for Trade, on 5 April 1977. In this statement he said that discussions had been initiated with the Spanish and Portuguese governments, and emphasised that any transfer would be carried out so as to avoid discrimination between foreign airlines and their British competitors.

Following extensive consultation with the Spanish and Portuguese authorities, the government announced on 23 August 1978 that all air services between Heathrow and the Iberian peninsula would be transferred to Gatwick.

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OVERSEAS

Concorde opens west/east 9 hr link

On Wednesday, Concorde reopened the supersonic link between west and far-east with its flight to Singapore. The service will be operated jointly by British Airways and Singapore Airlines and will cut the journey time from 15 hours to 9 hours.

British Airways claims that it is now possible to make the Singapore to Dallas/Fort Worth journey a same day trip. By leaving Singapore at 11.30 hours and passing through Bahrain and Washington it is possible to arrive in Dallas at 20.30 hours local time.

Home news

Strengthened powers for Price Commission

Operation of safeguards has been a constraint on the Price Commission's freedom of action, prices secretary Roy Hattersley told the Market Research Society on 17 January. With the removal of this constraint the commission would have a further opportunity to consider the scope for reducing costs or absorbing increased costs through greater efficiency.

Mr Hattersley outlined the stronger powers the Price Commission will have under new legislation announced by the Prime Minister on 16 January. He said that he had never made any secret of his wish to abolish the safeguard regulations, which guaranteed firms levels of profitability regardless of the commission's findings about efficiency and competition. In 26 investigations of price increases so far completed by the commission the safeguards applied fully or in part in no less than 20 cases.

Mr Hattersley said that the proposed change in the commission's powers was not a pay sanction. The control of prices involved the examination of costs; and labour – no more and no less than transport, fuel, raw materials, finance – formed part of the costs which contributed to prices. But examination of all these elements was a quite different propostion from using the policy directly to 'bolster our pay targets'.

Having taken the decision to act, the government intended to press ahead as quickly as possible, Mr Hattersley explained. It intended to introduce a bill to abolish the requirement for safeguard regulations which applied during the following Price Commission investigations of individual enterprises. The commission's automatic obligation to allow interim price increases to the level indicated by the safeguard regulations would accordingly also be removed. The commission's ability to award an interim increase at their own discretion, if it thought it justified by the general criteria under which it operated, would however remain.

There was one important exception to the general abolition of safeguards, he explained. Different considerations applied where the commission examined a whole sector of industry than where it considered only a single firm. It would not always be possible for the government or the Price Commission to assess the effects on individual firms of general recommendations on prices applying across a whole sector of industry. The government, therefore, intended to retain provisions for safeguards related to current profit levels to apply following examinations and would shortly be consulting representatives of industry, the unions and consumers, on the terms of new regulations relating to examinations.

It was only fair that companies that had already pre-notified price increases under the existing regime, and who might have prepared their notifications with an eye to the present level of safeguards, should not find that the rules had changed in the middle of the game, he continued. A transitional measure would therefore be produced that increases notified before the announcement of the government's plans (increases notified on or before 16 January) would continue to be subject to the existing investigation safeguards.

Pay policy: cash for the lower paid

Details of the new pay policy provision to help the lower paid, announced by the Prime Minister in the house of commons last week (see *Trade and Industry*, 19 January, page 90), has been issued by the Department of Employment.

Mr Callaghan said the government was prepared to see a cash increase of up to £3.50 for a normal full-time week where earnings for the normal full-time week were currently between £41 and £70.

This provision will in general apply in the same way as for the existing £44.50 exception from the general 5 per cent set out in the white paper 'Winning the battle against inflation'. For example, earnings in overtime and for part-timers and juveniles can be increased proportionately.

The £3.50 is not an individual entitlement. To allow flexibility for negotiators to improve the position of the lower paid, this increase – like the 5 per cent – can be applied as a kitty among those benefiting. Benefits from this kitty must not, however, be applied to those above the £70 level even within the same negotiating group.

Prices increases allowed for biscuits and news

Price increases in food manufacturing and a national newspaper are being allowed under the Price Commission's discretionary powers, it was announced on 19 January.

An investigation into price increases proposed by United Biscuits (UK) Ltd, a wholly-owned subsidiary of United Biscuits (Holdings) Ltd, is to be undertaken by the Price Commission.

The company wanted to increase the prices of its biscuits, crisps, nuts and savoury snacks by an overall weighted average of 3.96 per cent – and the commission has decided to exercise its discretion and allow the increase.

The commission has informed the Secretary of State for Prices and Consumer Protection that it intends to investigate under section 4 of the Price Commission Act 1977.

Included in the investigation will be a study of the effects of retail buying power on the price structure for the company's biscuit products and the effect on efficiency and productivity of measures designed to improve labour utilisation. The investigation is due to be completed by 21 April.

Representations can be made by writing to the Secretary, Price Commission, Market Towers, 1 Nine Elms Lane, London SW8 5NQ.

Following recent representations, the Price Commission, excercising its discretionary powers, has allowed the price of the *Daily Telegraph* to be put up by 1p as proposed.

The commission announced on 10 November an investigation into a proposal by the Daily Telegraph Ltd to increase by 1p – from 9p to 10p – the newspapers cover price.

The investigation continues and is due to be completed by 15 February 1979.

Order restricting haulage charges inappropriate – Hattersley

It would not be appropriate to make an order imposing restrictions on charges and on margins in the road haulage industry, given the state of uncertainty in the industry, announced prices secretary Roy Hattersley on 19 January.

This conclusion follows his study of the Price Commission report on the road haulage industry to facilitate the advisory conciliation and arbitration service initiative in bringing the two parties in the road haulage dispute together.

The Price Commission report on the road haulage industry was published on 24 October last year and has been discussed with representatives of the industry including the Road Haulage Association, the National Freight Corporation and the Transport and General Workers Union.

In its report, the commission said that there was considerable scope for improving efficiency in the industry. It concluded that 'in the economic circumstances now prevailing, we could expect to see only a very modest increase in charges over the next 12 months,

Health and Safety Executive Publications

The 1974 Health and Safety at Work Act gave the Health and Safety Commission responsibility for keeping some 25 million people informed of guidelines and regulations for their health and safety in places of work. The Commission has undertaken progressively to revise, standardise and extend the existing regulations and recommended practices. HSC/HSE publications reflect the major programme of research, inspection and consultation which is in hand.

Priced publications are obtainable only from HMSO or through booksellers. Some general leaflets, advice and information are available free of charge from HSE Area Officers or by post from the General Enquiry Point, Baynards House, 1 Chepstow Place, London W2 4TF (Tel. 01-229 3456 ext. 734).

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HSC 9 Time off for the training of safety representatives

* Health and Safety Executive leaflets

HSE 1 After Flixborough . . . 10 vital questions for industry
HSE 4 Short guide to the Employers' Liability (Company Insurance) Act 1969
HSE 5 An introduction to the Employment Medical Advisory Service

* Agricultural Safety leaflets

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AS2 Tractors safety cabs
AS3 Bulls
AS4 Mushroom worker's lung
AS5 Farmer's lung
AS6 Crop spraying
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AS10 Children
AS14 Cyanide gassing powders – Safe handling
AS16 Brakes for tractor-trailer safety
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* EMAS leaflets

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MS(B)4 Effects on the skin of pitch and tar
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MS(B)6 Occupational industrial dermatitis
MS(B)7 Poisoning by pesticides

Guidance Notes

Guidance Notes (price 30p each) are too numerous to list here but are published under five headings: Medical; Environmental Hygiene; Chemical Safety; Plant and Machinery; General.

Enquiries to HMSO

* *Free of charge*

certainly not above the rate of inflation currently prevailing in the economy generally'. It went on to advise that if charges rose above these levels 'specific or general restrictions on charges and/or margins should be applied'.

BSC invests £93m in Port Talbot casting machine

British Steel Corporation is to build a £93 million casting machine with a capacity of 800 000 tonnes per annum, at Port Talbot works.

The machine will be capable of casting 330 tonne ladles of steel into slabs 72 in wide and either 8 in or 10 in thick. It is to be located on the casting bay side of the existing steel plant and ladle transfer-car extensions will be constructed at each of the two converters to enable molten steel to be delivered direct to the continuous casting plant.

Support systems for the new plant will include maintenance workshops, laboratory and test facilities amenity buildings, water and electrical services and all will be designed to conform with the statutory environmental and safety requirements and local building byelaws.

Continuously cast steel, compared with ingot route steel, is naturally more uniform in composition and consistent in properties, giving a higher yield. The new plant will help meet the growing demand from customers for concast steel, whether buying tinplate or cold reduced sheet steel.

Construction of the plant will start immediately with site preparation and it is scheduled for commissioning in December 1981 when the combination of traditional slab mill and new continuous casting facility will place Port Talbot works in a strong position.

In approving the proposals the board of the corporation had particular regard to the recent commitment by the trade unions at Port Talbot to man the works to competitive international levels.

Dunlop announces investment programme and Speke closure

Dunlop has decided to cease manufacture at its Speke, Liverpool, factory in response to overcapacity problems which face the tyre industry and after an analysis of market trends and prospective demand. At the same time, it has initiated an investment plan, involving expenditure of up to £75 million over five years. The level and timing of the capital programme will depend on the speed with which obstacles to higher productivity can be removed, the company says.

Main objective of this investment programme is to improve the efficiency of the company's tyre-making operations in the UK with special emphasis on steel braced radial tyres and Denovo run-flat tyres and to reinforce the company's position as a leader in the world tyre market.

Discussions will be started immediately at the company's tyre plants to examine ways of improving productivity and competitiveness in both home and export markets.

Dunlop explained that in recent years, in common with other tyre producers in Europe, it had lost money in the UK tyre business. It claims that the intended expenditure on restructuring and specialisation, and the closure of Speke, would bring the tyre business back into profit.

This expenditure, together with the considerable funds allotted to the company's many other businesses, will be financed largely from the company's own resources. Dunlop is currently discussing with the government the possibility of selective financial assistance for a more ambitious investment programme.

Improvements to Heathrow terminal

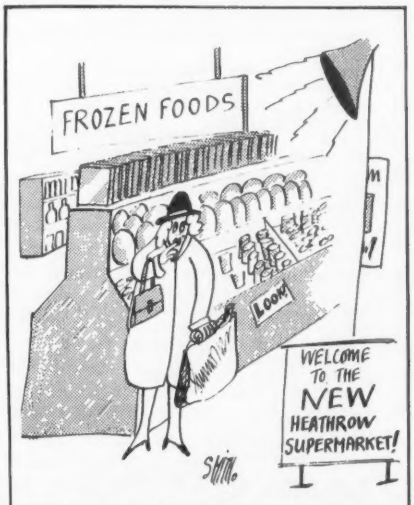
Major re-development of public catering and shopping facilities in Heathrow airport's terminal 1 – used mainly for European and United Kingdom domestic services of British airlines – starts this month.

Costing more than £1.15 million, the improvements, when completed, will provide: a new self-service supermarket and above it a coffee shop, bar and grill; an enlarged and improved first-floor buffet; a new bar overlooking the airfield; and a re-designed nursery.

The improvements are part of a three-stage programme of re-development of passenger facilities in terminal 1 to meet the ever-growing traffic. Curently the 10-years old terminal, the busiest in Europe, is used by more than 10 million passengers a year.

Provision of lifts and canopies in the adjoining car park amd departures forecourt, is already under way. The final stage, due to start at the end of the summer, will provide for extensive improvements to the arrivals passport controls and baggage reclaim areas.

First phase of the work is due for completion in March 1980. In busy areas, re-construction will be suspended during peak summer travel months.



Will passengers for the 309 flight to Toronto please wait while Mrs Stringer contemplates this week's special bargain.

More Scandinavian services for Gatwick

More services from London's Gatwick airport to Scandinavia begin this summer as a result of the new Anglo-Scandinavian air services agreement. This follows the government's policy of encouraging more passengers to use Gatwick to reduce the load on Heathrow. The agreement states that there will be two new services daily from Gatwick to Copenhagen starting this summer, one by SAS and the other by British Airways.

Next year there will be a daily service to Stockholm and in 1981 a daily service to Oslo. In addition all new routes between London and Scandinavia will use Gatwick which means that the proposed new daily service by SAS between Aarhus, Denmark, and London, due to start on 1 April 1979, will use Gatwick.

The move by SAS and British Airways will mean that they join British independent Dan-Air Services' routes to Norway from Gatwick. Currently Dan-Air serves both Kristiansand and Bergen on the Norwegian oilfields, connecting them to Gatwick's oil routes to Texas, Venezuela, Scotland, west Africa and to London's Victoria Street with its oil-company offices near Victoria Station, only 38 minutes from the airport.

The four new services will increase the number of destinations served by direct scheduled services from Gatwick to 70. Gatwick at present handles nearly 8 million passengers a year, making it the tenth busiest international airport in the world.

New Skytrain booking plan ends need to queue

Laker Airways' proposal to enable Skytrain passengers to buy tickets on the next available day's flights when flights on the day of purchase are sold out has been agreed by the Civil Aviation Authority. Passengers will no longer need to queue outside the Skytrain ticket offices when that day's flights are full.

This is seen by the authority as a way of solving the problem of queuing congestion for Skytrain, particularly in the peak period, which was a problem last summer.

In agreeing to these changes for Skytrain, the authority hopes that scheduled carriers on the north Atlantic will also apply for any necessary minor changes in standby and budget arrangements to alleviate peak problems.

Consumer protection and devolution

Devolution must not be allowed to weaken the effeciency or effectiveness of the consumer protection laws now available, Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, told the

Government sales

7 and 8 February 1979 – Vehicles

Location:
Ordnance Storage and Disposal Depot, Ruddington, Notts

Auctioneers:
Walker Walton and Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham (0602 54272)

Morris 1000s, Travellers, 1800s, Minis, Ford Escort estates, and a variety of other saloon cars. Bedford and Morris minibuses, Bedford RL, MK and TK trucks, Bedford TK and AEC tractors. Cranes, fork lift trucks, earth-moving equipment, coaches and many other items.

14 February 1979 – Miscellaneous

Location:
Auctioneer's premises

Auctioneers:
Woolland Son and Manico (Dept L), Kinterbury House, St Andrew's Cross, Plymouth

Stores lying at Plymouth, Exeter and St Mawgan including clothing, furniture and household effects, watches and clocks, telescopes, photographic equipment, machine and hand tools, electrical and MT spares, tentage, some vehicles and other items.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p.

Reach the export executive

Four out of five Trade and Industry readers are engaged in exporting. And nine out of ten readers are executives. Reach the export executive with your advertisement. Phone Dudley Masters or Terry Day on 01-242 9478

WEMBLEY AUCTION SALES 1979

6 FEBRUARY

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Miscellaneous office equipment and furniture etc. (Potential buyers are advised to refer to the official catalogue available from the auctioneers, price 20p.)
Auctioneers:	Messrs Hollingsworth Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-839 1875

PUBLIC AUCTION SALE

BRISTOL

A public auction sale of surplus government furniture and equipment has been arranged at the DOE PSA Supplies Store, Bay 5, Ashton Vale Road, Bristol, Avon BS3 2HJ. The sale will commence at 10.00 hours on 31 January 1979 and viewing will be allowed from 10.00 to 16.00 hours on the day previous.

The auctioneers are Messrs Stanley Alder and Price, 7 St Stephens Street, Bristol, Avon BS1 1EG. Telephone 0272 299151 and catalogues will be available directly from them, price 15p.

Scottish Consumers Council in Glasgow on 19 January.

In this field, Mr Maclennan explained, the government had tried to apply the principle that an existing system of control applying throughout the United Kingdom wherever possible should be preserved – if only because of the difficulties which would otherwise be raised by cross-border trading in a unitary state. Examples were the Trade Descriptions Act 1968, the Fair Trading Act 1973 and the Consumer Credit Act 1974.

He had no doubt, however, that divergencies in practice would occur over the years between the countries making up the United Kingdom should the provisions of the Scotland Act be brought into effect.

'But in the consumer protection field', said Mr Maclennan, 'I hope that it will be possible to keep such divergencies to a minimum through a sensible application of the basic principles of consumer law and consumer protection.'

'The devolution settlement, as it affects consumer protection, illustrates well the principle, easy to enunciate, but perhaps difficult to apply, that matters should be devolved if they primarily affect the people of Scotland in their daily lives; but that they should be reserved if they affect the people of the United Kingdom as a whole.'

Balloon-blowing substance banned as health hazard

Blobo and tube for balloon making – some tubes have been found to contain benzene.

The sale of any balloon-making substance which contains benzene is banned under an order which came into force on 18 January. The prohibition, made under the Consumer Safety Act 1978, was signed by consumer protection minister John Fraser.

This action has been taken because of the health hazard presented by the inhalation of benzene vapour. Also because of the danger that arises if a substance containing benzene is swallowed. Only one balloon-making substance has been found to contain benzene. Marketed in small tubes under the name 'Blobo Plastic Bubbaloons' it is made in Taiwan for a supplier in the United States.

The Department of Prices and Consumer Protection had been informed that no benzene had been used in the manufacture of this balloon-making substance for more than two years. Some Blobo now on sale may not contain benzene but, the department warns that benzene has been found in some recently-purchased tubes. Some samples of Blobo have been found, on analysis, to contain significant quantities of benzene and there appears to be no simple way of differentiating between those containing and those not containing benzene.

Because of this and the health hazard arising from inhaling benzene, the department recommends that Blobo should not remain in the possession of children. Inhalation of benzene vapour to a significant extent can result in damage to the tissues responsible for the production of blood cells. This can lead to leukaemia.

It will be an offence to supply, offer to supply, agree to supply, expose for supply, or possess for supply, in the course of a business any product which is banned by the order. The maximum penalty for such an offence is a fine of £1,000 and 3 months imprisonment.

Department repeats warning on electric blanket misuse

Another warning about misuse of electric blankets has been given by the Department of Prices and Consumer Protection. It follows more deaths involving electric blankets which have occurred during the very cold weather, especially among the elderly. John Fraser, Minister of State for Prices and Consumer Protection, alerted the public last November and issued a six-point safety check-list for them to follow. (See *Trade and Industry*, 24 November).

The elderly are particularly at risk, says the department, and those concerned with their care should, therefore, ensure that electric blankets are used correctly, regularly serviced, and replaced when necessary. It is particularly important that electric underblankets, other than those specially designed for all-night use, are switched off before getting into bed.

Ballast yards bid farewell

New regulations replacing those made in 1970 which governed measuring equipment used for sales by volume of such goods as inorganic fertilisers, sand and stone chippings were published on 15 January.

The Cubic Measures (Ballast and Agricultural materials) Regulations 1978 SI 1978/1962, consolidate the effects of amendments made since 1970. As a consequence of the provisions of the Units of Measurement Regulations 1978, which came into operation on 27 April 1978 and which made use of the cubic yard unlawful from 1 January this year, the new regulations exclude all reference to yards as a measure.

Provisions for the metrological control of this type of measuring equipment have been in force for over 40 years. Dual imperial/metric and metric only measures have been permitted since 1970; before then only imperial (cubic yard) measures could be used.

Sales of goods using the equipment have been in metric for a number of years. The new regulations eliminate potential confusion by deleting all reference to imperial measures.

Merger proposals cleared

Secretary of State for Prices and Consumer Protection Roy Hattersley has decided, on the information at present before him, not to refer the merger between Redland Roof Tiles Ltd and Essex Group Industries Ltd to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

New maximum prices for butter

Changes in the statutory maximum retail prices of butter are set out in an Order laid before parliament on 15 January by Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection.

The new statutory maximum prices, which take effect on 5 February, are: New Zealand butter, 40p per ½ lb; blended butter, 41p per ½ lb; and other butter, 42p per ½ lb.

The new prices take into account past and prospective increases in the wholesale price of butter and the reduction in the rate of the EEC subsidy on 1 January.

International energy conservation month next October in 19 countries

Nineteen of the world's leading industrialised nations, including the United Kingdom, are to join forces next October in the first international energy conservation month, the International Energy Agency (IEA) announced on 15 December.

The event will focus worldwide attention on the crucial role of energy conservation – the efficient and economical use of energy and the elimination of waste – in national and international energy programmes.

Dr John Cunningham, the UK minister responsible for energy conservation, said the UK had taken a lead in developing the idea of the month and intended to organise as part of it an international version of the successful national energy management conference.

A programme of UK events to mark the month is being devised in consultation with a number of organisations. The Royal Institute of British Architects is to hold a conference and exhibition on the rational use of energy in buildings.

Official appointments

Gas Consumers' Council. Secretary of State for Prices and Consumer Protection Roy Hattersley has appointed Mr P. Toyne and Councillor Mrs J. Richards as members of the south western Gas Consumers' Council until 31 August 1980.

British Airports Authority. Secretary of State for Trade John Smith has reappointed Lord Allen of Fallowfield, general secretary of the Union of Shop, Distributive and Allied Workers and Nigel Vinson, deputy president of the Industrial Participation Association, as part-time members of the British Airports Authority, for further periods of three years.

New publications

Are you being served?

Unlike many of their European counterparts, British department stores are holding their own against highly competitive pressures. Some companies appear to have unusually high profit margins and others are in the process of building new stores. It seems that the department stores still attract customers because of such factors as convenience of location and the wide range of goods offered. All this and more is revealed by Jordans' updated survey of 119 companies managing department stores.

After a brief introduction discussing the nature and limitations of the survey, there is a section on department stores in general covering, for example, competition, customers' attitudes and location. The survey then goes on to give, largely in tabular form, financial and factual information about individual companies. While highly specialised, and strongly orientated towards tabular presentation, this publication will be of reasonably wide interest to those in the retail trade.

The survey appears to cover a good range, although obviously, as mentioned in the introduction, inconsistencies between companies' data make it impossible to do a comprehensive and meaningful analysis. In addition, the section on 'the customers' (based on research carried out by the British Market Research Bureau on behalf of Mintel), while using a small sample of shoppers, provides some interesting reactions, including a strong showing among younger age groups which must be gratifying to the trade.

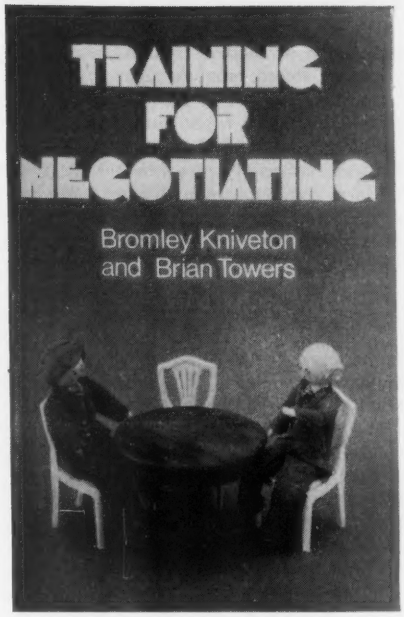
British department stores. Jordan and Sons (Surveys) Ltd, Jordan House, 47 Brunswick Place, London N1 6EE. 1978. 69 pages; paperback £60.00 (ISBN 0 85938 106 5).

The art of negotiating

Skilled negotiation is a delicate art requiring careful manipulation, not least when applied to the notoriously complex field of industrial relations. In dispute of the popular theory that good negotiators are born, not created, psychologist Dr Bromley Kniveton and economist Brian Towers have collaborated to produce a guide for training officers to use with management and employee negotiators alike.

The guide, which results from a three-year research project undertaken at the University of Nottingham, encourages the reader to examine the various forces in play during a confrontation, so that he will be able to present a case with conviction and to analyse the decision making processes that occur.

A quarter of the text is directed at the format



of the training course and there are appendices comprising three actual industrial relations case studies and a selection of training exercises intended to encourage practice of the skills previously discussed.

In 'Training for negotiating', the authors have creditably fulfilled their stated intention to contribute towards filling the gap created by a lack of educational texts in their chosen field. The guide is well structured and thorough in its coverage, with an impressive list of references for more detailed investigation. A small technical plus, often well-appreciated by users of this type of manual, is the layout, which leaves wide margins, excellent for additional notes.

Training for negotiating, by Bromley Kniveton and Brian Towers. Business Books Ltd 1978. 213 pages. £6.95 (ISBN 0 220 66347 5).

Better to be safe than sorry

Security has become an outstanding growth sector of commercial activity, according to the authors of the latest enlarged edition of 'Practical security in commerce and industry'. The susceptibility of today's industrialists to threats from terrorist kidnappers and the problems presented by computer frauds are but two of the many new security risks arising since the appearance of the first edition of the book in 1968.

This edition, as was its predecessors, is lucidly written, and its many subheadings allow quick reference. Aimed primarily at executives concerned with setting up a security system, the work is equally useful for those rethinking their present arrangements.

Security is broadly defined by the authors to include protection of property of all kinds from loss through theft, fraud, fire and other damage. The authors also look at a wide range of related topics including the framing of a security policy, the law relating to its enforcement, and practical security measures, including detailed discussion of security aids.

The authors also examine the effects of legislation issued since the second edition in 1972, such as the 1974 Health and Safety at Work Act, and include judgements that have affected their interpretation.

The main strength of the work – its breadth – is also perhaps a weakness. In attempting so comprehensive a coverage, there is a lack of detail in some sections, particularly on law and practice. For subsequent editions, the authors might consider providing suggestions for further reading. This could usefully supplement the listing of government legislation which is provided in the appendices. Other items included are sample duty rosters, typical forms and security checklists.

On a subject that is vital to any organisation, the book provides an invaluable practical manual.

Practical security in commerce and industry, by Eric Oliver and John Wilson. 3rd ed. Gower Press, 1978. xi, 533 pages. £12.50 (ISBN 0 566 02033 5).

Encouraging competition

Competition is an essential force working for the consumer. It should stimulate productivity and variety with the attendant advantages to the consumer and ensure low prices. But when erstwhile competitors sometimes find they can increase profits by mutually reducing production levels and starving the market it is time for some government intervention. Such practices can lead only to economic stagnation. In 'The promotion of price competition where sellers are few' Frank Kottke examines ways in which the stifling of competition may be resisted.

The author's sole concern is the US economy, in which he identifies an active role for government in fostering price competition. Antitrust enforcement, dismantling large corporations, encouraging new firms and even foreign competitors are all acceptable means of achieving this within a free market context. Towards the end of the book, governmental obstacles to competition are examined and remedies proposed.

In the first of two appendices the author prescribes competition as a cure for inflation; in the second he tests his theories against the history of US price competition during the inter-war recessions. Mr Kottke is an academic, but with experience of government. He presents his case with clarity and supports it with many historical examples and case studies. To the British reader, accustomed to a mixed economy, this book while ostensibly American, deals with a topic of wide concern, even if drily expressed.

The promotion of price competition where sellers are few, by Frank Kottke. Lexington Books, 1978. 227 pages. £12.50 (ISBN 0 669 02094 X).

Technology news

Concorde in the clear on noise

Concorde has passed with flying colours a 12-month noise monitoring programme carried out at New York's J. F. Kennedy airport by the United States' Federal Aviation Authority (FAA). In a summary of its monitoring programme, published in its final monthly report on 18 January, the FAA stated that noise levels from Concorde operations were generally consistent with or below the predictions of the environmental impact statement issued in November 1975.

Based largely on operational data supplied by the British Aircraft Corporation, now part of British Aerospace, the FAA's environmental impact statement set noise and vibration level limits that were considered acceptable if Concorde was to continue using J. F. Kennedy airport. Air traffic control factors and the impact of Concorde on communities around the airport, as measured by public opinion surveys, were also monitored by the FAA.

Compared to the loudest jet subsonic aircraft, Concorde was equally noisy on approach but twice as noisy on take off. Noise-induced vibration levels were less than predicted. While higher than levels due to other aircraft, they were less than the vibration caused by routine household door and window closing. Public acceptance of Concorde increased during the trial period, as measured by a reduction in complaints over the first year of operation.

No air traffic control problems were encountered in the 1562 Concorde operations during the year. This confirms the prediction in the environmental impact statement that Concorde would not require any unique air traffic procedures during approach, cruise or departure places of flight or in ground manoeuvering.

Plessey to move into business systems

Changes in the Plessey Group's telecommunications businesses to extend manufacturing and marketing into the new technologies, including office automation, were announced on 16 January. In planning the needs and opportunities of the 1980s, major new growth is identified in both hardware and software for applications in the business systems market beyond the scope of traditional telecommunications products.

Announcing the company's plans, Desmond Pitcher, managing director of Plessey Telecommunications, said: 'This is the first phase on a longer range approach to the further development of our telecommunications business in world-wide markets. It will be carried out progressively over the next two or three years, building substantially in our experience of modern systems technology, including stored program control, data systems, the PDX private digital exchange, system X, telex, and traffic and industrial controls.'

Plessey is already penetrating the integrated business communications market, for which the demand is increasingly towards office systems operating across the whole range of speech, data, video, telex and facsimile. Last year, Plessey introduced its private digital exchange for which total orders now exceed £15 million. This month it announced the introduction of two computer-based systems for banks and financial transactions, including retail outlets at the point-of-sale.

On 1 April it is proposed to re-name the telecommunications management company, of which Mr Pitcher is managing director, Plessey Telecommunications and Office Systems Ltd. Two subsidiary companies are also involved in this first phase of preparation for the 1980s.

Spearheading the drive into the business environment will be a newly formed subsidiary which it is proposed to call Plessey Office Systems Ltd. With headquarters at Beeston, it will concentrate on the development of new business systems as an evolutionary extension of its present established position as a leader in the PABX and data systems field. The public systems business will be the charge of Plessey Main Exchanges Ltd. It will deal with the existing public switching products – strowger, crossbar, transmission, TXE2, Pentex and TXE4 – and develop as the major manufacturing arm of the telecommunications business.

OU plans microprocessor courses for managers

Short courses planned by the Open University are to help British management assess the effects on its products of investing in microprocessors. They will be backed by up to £300,000 from the Department of Industry, depending on the content and equipment provided for the courses.

The university is to produce a course called 'microprocessors and management'. Aimed at managers in all sections of industry and commerce, it will look at areas where microprocessors are already being used in products or production processes and the new possibilities the silicon 'chips' play, the pitcourse which will be ready in the autumn will also examine the role the 'chips' play, the pitfalls to be avoided and the sort of help available from government and other agencies.

There are also plans for a second course in 1980 for engineers who will be working directly with microprocessors in updating their pro-

Instant pictures show functioning of body organs

This development engineer is wiring the main control console of a new medical imaging system that can take and store more than 20 pictures of the human body in just one second. Called the Digicamera, the system was developed by Nuclear Enterprises Ltd of Edinburgh and uses a minicomputer that can store pictures and retrieve them for subsequent use. A gamma camera obtains x-ray pictures of the functions of various organs by use of radioisotope tracers injected into the patient. The system is particularly useful for investigating brain tumours, cancer of the liver and bone and many other related diseases. It enables the doctor to study body functions as they happen, providing an instant picture of the patient's condition.

ducts and improving industrial efficiency.

Both courses, costing about £65 each, will include a microprocessor along with the correspondence booklets. Unlike traditional Open University courses, however, there will be no television or radio programmes. Students will be expected to study about 10 hours a week over a six to eight week period and the university hopes to prepare a special tutor pack so that the materials can also be used for in-company training programmes and by further education institutions.

Microelectronics bridge

Microsystems 79 is a three-day conference and exhibition designed to act as a bridge between the manufacturers and the users of microelectronics. It is to be held at the West Centre hotel, London, from 31 January to 2 February.

In the conference, leading authorities will chart the way ahead and users will be updated on the opportunities and challenges which face them. Personal computer enthusiasts will come to discuss their hobby and educationalists will brief themselves on the equipment and techniques which they are responsible for introducing to the rising generation.

In the exhibition, nearly 60 firms are exhibiting hardware and presenting the software services they offer, enabling delegates to see and discuss, at practical level, the developments covered in the seminars.

Further information on the conference is available from IPC Science and Technology Press Ltd, Westbury House, Bury Street, Guildford, Surrey GU2 5AW, tel. Guildford 31261.

Japanese technology briefing for businessmen

Current developments in Japanese technology and the implications for British industry are to be the subject of an address by John Prentice, counsellor (scientific) at the British embassy in Tokyo, to the London Chamber of Commerce and Industry. Chaired by John Field, head of BOTB's exports to Japan unit, the meeting will be held on 30 January at the London chamber's offices at 69 Cannon Street, London EC4.

Mr Prentice is also to speak on the same subject to audiences of businessmen at a series of seminars being held throughout the country during February and March. The seminars are to be held in Birmingham, 13 February; Bristol, 15 February; Manchester, 20 February; Loughborough, 27 February; Leeds, 1 March; Newcastle, 6 March; Glasgow, 8 March; London, 12 March; and Cardiff, 14 March.

Further information about the London chamber meeting is available from Susan Blanchard of the London Chamber of Commerce and Industry, tel. 01-248 4444. For information about the regional seminars, contact the respective Department of Industry regional office.

New products

Paging system has range of facilities

A microprocessor-controlled radio and inductive loop paging system with a wide range of standard facilities has been introduced by Multitone Electric Co Ltd. Known as Access 80, the system is designed to provide offices, industrial plants, hospitals, hotels and other establishments with a fast, easy-to-operate and highly reliable paging service.

Access 80 is available in two sizes: The 'midi' with a capacity of 22 pagers and the 'Maxi', accommodating up to 100. A wide choice of receivers and transmitters can be supplied for use with the system, depending on user requirements. Options include one-way speech, enabling pager users to obtain a verbal message following the alert; and two-way speech, which allows conversation between the called person and the operator.

Three different alert tones can be initiated from the keyboard of the controller to indicate the origin and urgency of a call. A fourth distinctive alert tone is reserved for 'group alert'. This facility enables teams to be instantly alerted in emergencies, such as in hospitals to summon cardiac arrest teams and in industry to mobilise maintenance, security or fire-fighting personnel.

The new system also has a call transfer facility, which enables calls for one pager to be automatically transferred to another pager. If a pager holder leaves the site he can register his absence. The operator is thus able to inform a caller immediately if the pager holder is unavailable. Facilities are also provided to enable a pager to be called by means of remote push-buttons. Applications include nurse call systems, night bells at hotels and alarms on production and process equipment.

The control unit is designed for desk use and an easy-to-read LED display confirms the nature and accuracy of an entry and also provides the operator with information on the absence registration and call transfer files. Where speech is required, an internal built-in electret microphone can be supplied or an external microphone can be used, plugged into the DIN socket provided as standard.

Further information: circle 301

Different alert tones enable Access 80 to indicate priority of call or 'group alert'.

Acrylamide polymers enhance recovery of oil

A range of acrylamide polymers developed by Allied Colloids Ltd is claimed to enhance the recovery of oil from wells by between 10 per cent and 20 per cent. According to the firm, in certain cases where extraction has ceased because of high water cuts, wells could be re-opened.

Alcoflood acrylamide polymers, contained in water injected into or under an oil field to push out more oil, have increased recovery by 10 per cent to 15 per cent in product development programmes, in Britain and overseas. Use of the precise polymer from the range is determined by the chemical nature of the reservoir rock formation, the salinity of the injection and formation waters, and by the ionic character of the mean molecular weight of the polymer. The range of polymers available gives a variety of ionic characters and mean molecular weights, for optimum performance.

After compatibility tests with injection and formation fluids, polymer absorption characteristics are determined, using crushed reservoir-core material. Polymers of optimum chemical configuration, but varying molecular weights, are then subjected to full core flooding studies under actual conditions of reservoir temperature and pressure in a laboratory test rig.

Further information: circle 302

Decca radar offers big picture for small-ships

Decca has introduced a small-ship radar with large display, long 'lookout' range and reasonable cost. The company sees the 090 as a cost-effective second radar for large fishing boats

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Extra range on Decca's 090 gives a good look round.

and similar vessels as well as a small craft set in its own right.

The 090 has an 8½ in screen and the resulting big, very bright picture on a green phosphor tube is enlarged to 12 in by the standard magnifier. With an output power of 3 kW, normal maximum range is 24 miles, but a 36 miles scale can be switched in while a button is kept depressed. This allows the operator a good look round for any large distant targets, a particularly useful facility in making a landfall. A full 360° azimuth ring is provided and the controls have variable illumination.

The top unit is based on the existing Decca 060, of which there are many thousands at sea, the only outward difference being a blue band round the radome rather than a red one. Detailed improvements to the electronics include the provision of a device to limit the signal input to the receiver, as used in all the company's big ship radars. This is important in these days of possible damage from the output signals from other nearby ship's sets and when the 090 is fitted as a second radar.

For use with all small Decca radars including the new 090, a new add-on variable range marker (VRM) comes in the form of a box which can be mounted either on top of the display or on an adjacent surface. The VRM provides a quick and accurate ranging facility of immense value in navigation, fishing, entering or leaving harbour in bad visibility.

A variable range ring is provided which, when adjusted to cut the echo to be measured, causes the range to appear automatically in a clear LED digital readout, to two places of decimals. Ranging is continuous up to the maximum range of the radar and accuracy is to 20 yards or better than 1 per cent of the maximum range in use, whichever is the greater.

Further information: circle 303

Sealed safety handlamp can be recharged

A rechargeable handlamp for use in potentially hazardous environments is said by its manufacturers, Wolf Safety Lamp Company (Wm Maurice) Ltd, to have an intensity and range greater than those of any comparable handlamp. The Wolflite 251 is claimed to be virtually unbreakable and to have an estimated maximum light output of 10 000 candelas and a range, given low ambient light levels and objects of some reflectivity, of about 500 metres.

Body and lens ring are in a high-strength plastics that withstands almost any impact and cannot accept a static charge in any circumstances. The lens is either of polycarbonate or toughened glass, both with an impact resistance many times greater than that laid down in the relevant British standard. The lens ring has a safety lock and cannot be unscrewed from the lamp body unless the on/off switch is in the 'off' position.

The battery can be discharged for four hours and can be recharged in the same time to within 90 per cent of its capacity. One lamp with a spare battery could therefore be put to almost continuous use.

When charged, the battery has a shelf life of three years, and gives 2000 hours of output before it needs to be replaced. It does not gas during discharge and so the lamp is sealed, making it suitable for use in wet conditions. It can, in fact, be used under water and the firm is carrying out tests to determine the safe limit on depth. The lamp, with battery, weighs approximately 1.5 kg.

Further information: circle 304

Applications of positive displacement pumps extended

A whole new field of industrial applications are opened up for postitive lobe-rotor pumps, where hygienic and highly corrosive considerations are not critical by a GP range of pumps introduced by SSP Pumps Ltd. The main feature of the new range is the use of ductile iron; a malleable, spheroidal, graphitic material which does not have the same brittle characteristics as cast iron and is more economical than stainless steel. This represents a major departure from the conventional use of stainless steel for the product wetted parts of positive lobe-rotor pumps.

The GP range comprises seven models providing pumping capacities between 0.5 m^3/h and 400 m^3/h with maximum differential pressures up to 7 bar.

The rotor case houses two contra-rotating tri-lobe rotors which ensure a continuous and smooth output. The medium enters the inlet port and is driven into pockets formed between the rotors and the contoured rotor case. This flow pattern permits delicate shear sensitive materials to be handled with minimum turbulence and agitation. The pump is also suitable for high viscosity materials such as gels and is capable of handling a wide range of slurries and effluents.

Because of the diverse application areas in which these pumps can operate, SSP Pumps offers a variety of sealing options, including both mechanical seals and packed glands. Mechanical seals are suitable where hazardous fluids are pumped or in other similar arduous application.

Further information: circle 305

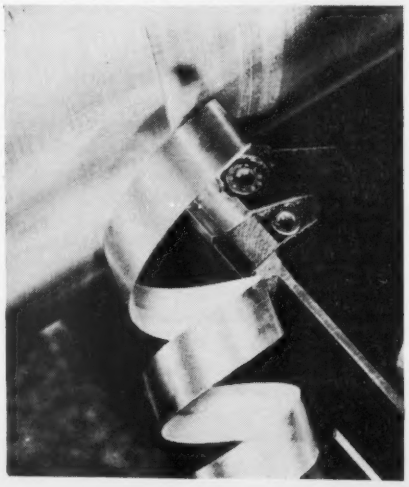
Tool tip designed for light alloy cutting

A series of toolholders with replaceable tool inserts has been introduced by Impero (United Kingdom) Ltd of London for cutting aluminium and light alloys. Called the T series, the toolholders are available in six configurations and two sizes. The configurations are 45°, 92° turning, 92° facing with left and right hand versions of each; while the sizes are 20 mm and 25 mm square shanks.

The tip has been designed so that there is a 30° positive rake angle. This ensures that the chip spirals when it leaves the tool for effective swarf clearance. The 30° rake is achieved by inclining the tip at 30° rather than grinding into the top face of the chip. This has the advantages that sudden change of direction of swarf associated with 'ground-in' positive rake tools is eliminated, and that the parallel top and base of the tip is far simpler to manufacture – reflected in competitively priced inserts.

Further information: circle 306

Inclining tip at 30° ensures that chip spirals.



Parliament

Monday, 15 January

DoI help for engineering industry

Renée Short (Wolverhampton North East) asked the Secretary of State for Industry what specific action his department is taking to help Great Britain's engineering industry to win back a large share of its home market; and to arrest the decline in competitiveness of Great Britain's engineering industry.

Mr Huckfield replied that the aim of the Industrial Strategy, which was launched by the National Economic Development Council in 1975, was to reverse the long term decline in the performance of manufacturing industry and to create an efficient, profitable and internationally competitive industrial base. Effort was being concentrated on 40 key sectors for which sector working parties had been set up under the aegis of the NEDC. The engineering industry was at the heart of this effort. Most sectors of mechanical and electrical engineering were covered by SWPs. The governments had acted positively in response to the recommendations in SWP reports.

Furthermore, a range of incentives designed to encourage greater efficiency and competitiveness in British industry was provided by the government through various schemes of selective financial assistance under section 8 of the Industry Act 1972. Several industry schemes related to specific sectors of the engineering industry. In addition companies within the sector were eligible for support under the product and process development scheme. Sector working parties had also identified the need for improved customer/supplier links as the key to effecting import substitution. Many SWPs were now in contact with other SWPs representing their customers and suppliers.

Investment in engineering

Renée Short (Wolverhampton North East) asked the Secretary of State for Industry if it was his assessment that the most competitive sections of the engineering industry were actually those where the investment rate was lowest.

Mr Huckfield said that a recent report by Sussex European Research Centre, which his department was studying, had drawn attention to a statistical relationship of this sort. The report concluded tentatively that it was the less capital-intensive branches of the engineering industry which showed the strongest relative trade performance. It remained his assessment, which is quite consistent with these findings, that a high level of investment properly directed could contribute significantly to international competitiveness.

Statistical policy

Michael Spicer (South Worcestershire) asked the Secretary of State for Industry what action he proposed to take on the proposal of the recent conference on the United Kingdom statistical system, that an authoritative national body should be established to oversee general statistical policy, development and integration.

Mr Huckfield replied that he assumed that the questioner was referring to a proposal contained in one of the papers discussed at the recent annual statistics users' conference. The department was considering ways of improving its arrangements for consulting providers and users of official statistics, and the views expressed at the conference would be borne in mind.

Peachey Property Corporation

Dennis Skinner (Bolsover) asked the Secretary of State for Trade when he expected the investigation into the Peachey Property Company to be published.

Mr Clinton Davis said the report made by the inspectors appointed under section 165(b) of the Companies Act 1948 to investigate the affairs of Peachey Property Corporation Ltd had been received and would be published shortly.

Sector working party reports

Gwilym Roberts (Cannock) asked what progress had been made in implementing sector working party recommendations; and if he would make a statement on the industrial strategy.

Mr Varley said that the government had taken many positive steps in support of the Industrial Strategy, taking particular account of sector working party reports. For example, since the launching of the Industrial Strategy and the establishment of sector working parties, 16 schemes of assistance had been brought into existence, the latest being one to encourage the application of microprocessors, with an allocation of £55 million. So far assistance under these schemes had brought forward investment projects costing about £1,130 million in total. The government remained fully committed to the objectives of the Industrial Strategy.

Applications for EIB finance

Mike Noble (Rossendale) asked the Secretary of State for Industry if he would publish the guidelines by which his department operated when considering the allocation of finance from the European Investment Bank for projects in special development areas, development areas and intermediate areas.

Mr Huckfield answered that the general guidance under which his department operated the exchange risk guarantee scheme on loans from the European Investment Bank had been published. The detailed administrative guidance for officials in his department was not published. As the questioner would be aware the exchange risk guarantee scheme applied essentially to projects in manufacturing industry which created additional employment in development and special development areas. The department was prepared to consider exceptionally employment-creating projects in intermediate areas and projects which preserved employment throughout the assisted areas.

Regeneration of London docks

John Loveridge (Havering, Upminster) asked the Secretary of State for Industry if he would list what provisions were available for the development areas which were not available to help the regeneration of the London dock areas.

Mr Huckfield replied that whereas the provision of regional development grants, regional selective assistance and government factories was statutorily confined to the assisted areas, the Inner Urban Areas Act 1978 enabled local authorities in London's docklands to give financial assistance to commerce as well as industry. In addition local authorities may build factories for industry which in the docklands may qualify for assistance from the government's urban programme.

The European regional development fund at present could contribute to the cost of projects in assisted areas only although this limitation might be ended if the proposed non-quota section was available outside the assisted areas. The government contracts preference schemes were available only in special development and development areas. In the steering of mobile industrial projects the government gave priority to the docklands and the other inner city partnership areas of London before the rest of the south east but after the assisted areas.

BL corporate plan

Hal Miller (Bromsgrove and Redditch) asked the Secretary of State for Industry about making available those parts of the BL corporate plan which can safely be published.

Mr Varley replied that he hoped to receive British Leyland's 1979 corporate plan, together with the NEB's recommendations, within the next few weeks. When the government had had time to consider these recommendations, he expected to be able to present to parliament a report from the NEB as the basis for consideration of any proposals for further public funding of British Leyland. The corporate plan would contain commercially confidential information and would not be published but he would consider giving the house as much information as was practicable.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretary of State: Leslie Huckfield

Department of Trade

Secretary of State: John Smith
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Industrial investment

David Knox (Leek) asked what was the level of industrial investment during the most recent 12-month period for which figures were available.

Mr Williams replied that total investment by manufacturing industry in the 12 months ending September 1978 was estimated at £3,780 million at 1975 prices, an increase of 8 per cent on the previous 12 months.

Integrated circuits

Kenneth Warren (Hastings) asked the Secretary of State for Industry if, in considering the need for the government strategy on the development of integrated circuits, he would ensure the widest possible cross application of civil and military specifications, particularly in the use of common design and production facilities.

Mr Huckfield answered that close collaboration already existed between the Ministry of Defence and the Department of Industry in the allocation of resources to support the government's strategy for the integrated circuit industry. This included development of common specifications, designs and production facilities and the application of defence developments and specifications to civil use.

Loan guarantee scheme

Douglas Crawford (Perth and East Perthshire) asked the Secretary of State for Industry what was his estimate of the cost to the exchequer of a government-backed loan guarantee scheme based on a ceiling of an individual £½ million per annum for small businesses.

Mr Huckfield said there were no plans to introduce a government-backed loan guarantee scheme at the present time and therefore it was not possible to give estimates of possible cost. The government was, however, urgently examining with the banks the possibility of a commercial loan guarantee scheme.

Sponsorship of computer industry

Kenneth Warren (Hastings) asked the Secretary of State for Industry what was the total planned expenditure by his department on the sponsorship of the computer industry in 1979.

Mr Williams said that for projects already approved or under discussion, direct expenditure by the Department of Industry with companies for developments within the computer hardware and software sectors could reach some £3½ million in 1979-80. This was mainly for product development and work on supporting technology. The final spend would of course depend on the number of proposals put forward by industry in the coming months. This figure did not include funds available or committed under the microelectronics industry support scheme (£70 million) and the microprocessor application project (£55 million), some of which would have an impact in the computer industry as would the recent decision by the NEB to set up its semi-conductor operation INMOS at a cost of some £50 million.

Grants paid under section 7

Kenneth Clarke (Rushcliffe) asked what was the total amount of grants paid out in the current year under section 7 of the Industry Act 1972.

Mr Williams answered that the latest figures available for the current financial year were for the period 1 April to 31 October 1978. They show that £53 million was paid out in grants under section 7 of the Industry Act 1972. This figure included payments for regional selective financial assistance in England, Scotland and Wales and secondly payments for the shipbuilding intervention fund.

Shipbuilding intervention fund

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would give the figure of commitments entered into by his department in respect of the shipbuilding intervention fund for the financial year 1978-79 so far; and if he would state how much had been paid out so far from the fund in the financial year 1978-79.

Mr Huckfield answered that during the first nine months of the 1978-79 financial year offers of assistance from the shipbuilding intervention fund amounted to approximately £1 million. The total amount paid from the fund during the same period was £8.6 million.

Winding up orders

John Lee (Birmingham, Handsworth) asked what was the total number of company winding-up orders during the last 12 months; how many of these were creditors' wind-ups; how many were members'; and how many wind-up proceedings were made at the instance of government.

Mr Clinton Davis said that the provisional total for company liquidations involving insolvency in the year 1978 was 5080, of which 2240 are compulsory liquidations (ie stemming from court winding-up orders) and 2840 creditors' voluntary liquidations. Members' voluntary liquidations, when the company was not insolvent, provisionally totalled 3624. No central statistics were kept of winding-up orders made as a result of petitions by government departments but the total recorded by Inland Revenue, Customs and Excise, Department of Health and Social Security and Department of Trade was about 790. Those resulting from petitions by other government departments were likely to be very few. These figures did not include winding-up orders on other creditors' petitions supported by the departments concerned.

Government pay sanctions

Michael Grylls (North West Surrey) asked the Secretary of State for Trade if he would seek powers to make payments by way of compensation to firms who had export credits refused as a consequence of the government's pay sanctions policy.

Mr Smith said no. He added that the decisions to refuse export credits were made in the proper exercise of the powers accorded him by the Export Guarantees and Overseas Investment Act 1978 (and its predecessor legislation) and he had no intention of seeking powers to compensate firms in relation to the consequence of such decisions.

Tuesday, 16 January

Yorkshire wool scourers

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry if he would publish the reasons why he did not agree with the working party report prepared by the joint Yorkshire Water Authority and the wool textile delegation.

Mr Huckfield replied that this report provided much useful information, notably about comparative charges to the wool textiles industry for water and trade effluent treatment within the EEC. The government had not disputed these findings. However, the department had not accepted the major recommendation to government, which was that an annual subsidy of some £750,000 should be paid to wool scourers in Yorkshire to compensate them for the estimated difference in effluent treatment costs between Yorkshire and the Lille area of France. This would be contrary to the 'polluter pays' principle and the grave difficulties such a subsidy would cause, both domestically and within the EEC, had already been explained to the industry. Moreover a subsidy could not be justified by looking at one isolated element in production costs; in respect of water charges and labour costs, for example, the industry had an advantage over its competitors in France.

Future tourism

Renée Short (Wolverhampton North East) asked the Secretary of State for Trade whether he estimated that the hotel industry had sufficient capacity to cater for the 21 million foreign visitors in 1990, forecast by the British Tourist Authority; and, if not, what plans he had to increase this capacity.

Mr Meacher replied that there were many uncertainties in forecasting the growth of overseas visitors to Britain, all of which would affect the need for an increase in hotel capacity. Though government policy was to place greater emphasis in publicising the attractions of Britain outside the main tourist centres and outside the peak season, the biggest impact of foreign visitors in the next decade would still fall on the capital. It was with this in mind that the British Tourist Authority and the English Tourist Board recently held a conference on tourism growth and London accommodation. His department was now looking at future demand for tourist accommodation in London as part of the follow-up work to the recent white paper on airports policy (cmnd 7084). In relation to the development of new London hotels the department would be exploring with the GLC and other planning authorities the possibility of using sites in the docklands area and other places outside central London. But main responsibility for increasing hotel capacity must rest with the industry. The concessions in the last budget on building allowances, which were now available to hotels, should however stimulate new investment.

Small firms loans from EIB

Nigel Spearing (Newham South) asked the Secretary of State for Industry what extensions had been made in the loan arrangements for small firms from the European Investment Bank; and, in respect of the loans already made, if he would state the effective rate of interest, taking into account regional development grants and the equivalent rate of interest payable on similar loans from the National Enterprise Board.

Mr Huckfield said that the scheme introduced on 1 January 1978 had recently been extended until 31 December 1979. An additional facility of £30 million had been negotiated with the European Investment Bank. The minimum level of investment had been lowered and the department was now able to arrange as agents of the bank loans from £17,000 to £2.5 million for small and medium-sized companies. Loans already made under this scheme were at an interest rate of 7½ per cent per annum (plus a 1 per cent charge for exchange risk cover). This interest rate reflects the cost of the funds to the bank plus their small charge. They were not subsidised by the bank. The provision of regional development grants did not affect the interest rates of loans from the European Investment Bank or National Enterprise Board. The NEB was required when lending to its companies to charge a rate of interest not less than that paid by commercial companies of the highest standing when raising finance.

Price fixing cartels

Mr J. W. Rooker (Birmingham, Perry Barr) asked the Secretary of State for Prices and Consumer Protection if he would take action to ensure that the Director General of Fair Trading had effective power to uncover price fixing cartels.

Mr Fraser replied that the secretary of state intended to introduce at the earliest convenient opportunity an amendment to the Restrictive Trade Practices Act 1976 to strengthen the powers of investigation of the Director General of Fair Trading. The object of the amendment would be to enable the director general to require information where it appeared to him that there were grounds for believing that an unregistered agreement was being operated, and remove the requirement at present in the act that the power could be exercised only if 'he has reasonable cause to believe' that an agreement existed. This change had been necessitated by a ruling of the court of appeal in 1969 which heavily circumscribed the director general's scope for action. The proposal has been the subject of consultation with interested bodies who had raised no objection.

Lo-flo scouring

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry if he would make a statement on the Lo-flo scouring process, stating when he considered this method could be adopted throughout the United Kingdom.

Mr Huckfield said that the Lo-flo scouring process, which was developed in Australia, is claimed to reduce significantly both water usage and, by reducing the amount of solids in effluent discharged to the sewers, the costs of effluent treatment. One plant is installed in a UK company and was under test. The nature of the process and the claims made for it had been widely publicised and were well known in the wool scouring industry. There were other new systems of wool scouring, such as the Wronz process developed in New Zealand, for which similar claims were made. No single system was likely to meet the requirements of all scouring companies. Whether to invest in any of them, and the timing of such investment, were matters for decision by the companies, not by the government, though he had made it clear that financial assistance could be given to viable projects of this kind.

Lo-flo subsidy

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry if he had investigated the possibilities of obtaining a subsidy for the Lo-flo system from the EEC.

Mr Huckfield said he was not sure what the questioner had in mind but financial assistance to wool scourers intending to modernise their scouring plant could be made available under the Industry Act of 1972, provided that the investment project was judged to be viable.

Price fixing agreements

J. W. Rooker (Birmingham, Perry Barr) asked the Secretary of State for Prices and Consumer Protection how many price fixing agreements were registered with the restrictive practices court in 1978; which industries were involved in these agreements; how many were found to be in the public interest; how many against; and what was the number of decisions awaited.

Mr Fraser said that of the agreements placed on the register of restrictive trade agreements during 1978, 358 contained restrictions or information provisions relating to prices and charges. Some were notified in accordance with the timing provisions of the Restrictive Trade Practices Act 1976 and the director general was continuing to evaluate and discuss them with the parties concerned. However, the majority were not furnished for registration in due time and, as a consequence, the restrictions were void and their operation was unlawful. They involve ready-mixed concrete (90 agreements), 'black-top' road surfacing materials (139), sand, aggregates and other construction material (60), coal (1), and animal feeding stuffs (2). Proceedings were pending in respect of 93 ready-mixed concrete agreements (including some registered in 1977) and 79 'black-top' agreements and were being considered in respect of the remainder of those mentioned above. The director general was applying to the restrictive practices court for: (a) orders under section 35(3) of the act restraining the parties from giving effect to the restrictions or information provisions in the agreements and to any other agreements not furnished for registration in due time; (b) declarations under section 1(3) that the agreements were contrary to the public interest; and (c) orders under section 2(2) restraining the parties from making any other agreement to the like effect.

EEC enlargement

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Industry what were the main areas of responsibility of his department which were likely to be affected by the proposed enlargement of the EEC to include Spain, Portugal and Greece; and what special action was being taken within his department to examine the problems which would arise.

Mr Huckfield said that the accession to the EEC of Spain, Portugal and Greece would increase the prospects for trade between these countries and the existing member states. This would mean increased opportunities in some sectors of UK industry, and increased difficulties in others. It would also have implications for other policy areas, for example the size of the European regional development fund. A primary concern of his department was to ensure that UK industry was able to respond to the opportunities which arose, as well as to face competition in the sectors which new members would seek to exploit. The government's overall objective was to ensure that full account was taken of the industrial implications for the UK of actions proposed at the level of the community in the context of enlargment. His department co-operated fully with other departments in the formulation of community policy for the accession negotiations.

Letters to the editor

Letters to the editor should be addressed to the Editor, *Trade and Industry*, Eighth floor, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Wednesday, 17 January

Raw material imports

Frank Hooley (Sheffield, Heeley) asked what were the main sources of supply of titanium, by percentage; what steps were being taken to diversify sources of supply; and if any strategic stockpile of this material was maintained. He asked similar questions about zinc, nickel, manganese, vanadium, chrome, platinum and antimony.

Mr Huckfield replied that a precise statistical breakdown of UK raw materials imports in the form requested was not available. Imports comprised numerous different forms, ranging from ores to refined metals, and the various quantities could not simply be aggregated. Allowing for such factors the approximate pattern of imports directly from the major suppliers of raw and processed materials was estimated to have been as follows in 1977:

Titanium Australia 35-40%; USA 10-15%; Germany (FR) 10-15%.
Zinc Canada 20-25%; Netherlands 15-20%; Republic of Ireland 5-10%; Finland 5-10%; Peru 5-10%; Norway 5-10%; Germany (FR) 5-10%.
Nickel Canada 75-80%; Australia 5-10%.
Manganese South Africa 30-35%; Norway 30-35%; Ghana 5-10%.
Vanadium Finland 30-35%; Austria 30-35%; South Africa 10-15%; German (FR) 10-15%.
Chromium South Africa 40-50%; Sweden 20-25%; Philippines 5-10%.
Platinum group South Africa 50-55%; Canada 25-30%.
Antimony South Africa 75-80%.

Responsibility for procurement and stockpiling of raw materials lay in the first instance with industrial users. There was, however, continuing and frequent contact between industry and government on the supply situation, including the need for diversification. The Department of Industry did not hold strategic stockpiles of raw materials. Mr Huckfield understood that the Ministry of Defence did hold minor quantities of certain materials but for commercial reasons information on the current level of stocks was not published.

EEC enlargement

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Trade, what were the main areas of responsibility of his department which were likely to be affected by the proposed enlargement of the EEC to include Spain, Portugal and Greece; and what special action being taken within his department to examine the problems which would arise.

Mr Meacher replied that UK trade with the three applicant countries currently comprised about 3 per cent of UK total trade. Some growth in exports, both in relative and absolute terms, to the three applicant countries should be expected following accession, particularly in consumer products like whisky and manufactured foods, but they were likely to remain a relatively minor element in the overall trading pattern. The UK should stand to benefit more than they would from the dismantling of existing tariffs and non-tariff barriers but enlargement was unlikely to have a significant impact on overall trade. His department was, however, already taking steps, through trade associations, seminars and the media, to ensure that full advantage would be taken by UK exporters of the opportunities afforded by easier access to the applicants' markets.

EIB guaranteed loans

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry, how many British firms received fixed interest loans with a guarantee against exchange losses from the European Investment Bank in 1978; what was the total of such loans; and what part his department had taken in the administration of the loan scheme.

Mr Huckfield said that during 1978, 12 British companies received fixed interest loans totalling £10.5 million from the European Investment Bank supported by an exchange risk guarantee. One company negotiated a direct loan from the bank and the other 11 loans were arranged by government departments acting as agents of the bank under the £20 million scheme for small and medium-sized companies which the Minister of State introduced on 1 January 1978. The balance of this £20 million scheme had been allocated and would be disbursed to a further 20 companies during the early part of 1979. The minister had recently announced the extension of this scheme to 31 December 1979 with an increased amount for 1979 of £30 million. Under the scheme the departments concerned appraise applications normally at the same time as the company's application for regional selective assistance. They notify the bank of their decision and the bank then notifies the departments of its decision. The departments give the exchange risk guaranteed and monitored the loan monies.

Microelectronics

Kenneth Clarke (Rushcliffe) asked how much so far had been spent or committed by the National Research Development Corporation on support for the microelectronics industry or the application of microelectronic technology; and how much more money the corporation had available to spend in this field.

Mr Huckfield said that the National Research Development Corporation had supported various microelectronics projects since 1968-69. Some information about them was given in the corporation's annual reports. Financial details were commercially confidential, and were a matter for the corporation. He understood that the NRDC would welcome further applications for the support of developments in microelectronics, and that funds were available for suitable projects.

Thursday, 18 January

Airport report

T. H. H. Skeet (Bedford) asked the Secretary of State for Trade when he expected to receive the report of the airports policy advisory committee; and whether he proposed to publish the report.

Mr Clinton Davis said that it was the government's intention that the present work on the evaluation of longer term airport options for the south east, which it was hoped to complete by the autumn, should be presented in a document as a basis for consultation with all those concerned.

Time required for new airport

T. H. H. Skeet (Bedford) asked the Secretary of State for Trade what was the lead time required to build and commission a major airport on a green field site; and how the time compared with the expansion of facilities at a major London airport.

Mr Clinton Davis replied that the lead time for a new airport, which was one of the factors to be taken into account in the present evaluation of future airport options for the south east, would vary depending upon the site or airport to be developed and the facilities and other infrastructure already available. At this stage in the work it was not possible to provide the comparison which the questioner was seeking.

Price index

Geoffrey Pattie (Chertsey and Walton) asked the Secretary of State for Prices and Consumer Protection if he would give the price index figure for the latest available month of the following items, using March 1974 as a base of 100: electricity, gas, domestic coal, postage – second class letter, telephone – private subscriber local call, rail fares, finished steel, bus fares and motoring costs.

Mr Maclennan, giving the information in the following table, said that separate indices were not available for bus fares so figures had been given for total fares and the rail fares component. The motoring costs index included a small element of cycling costs. From movements in the intervening years it would be seen that the increases were concentrated in the first half of the period and, in the case of a number of the nationalised industries, reflected in part the phasing out of accumulated deficits.

NATIONALISED INDUSTRIES AND MOTORING COSTS PRICE INDICES (March 1974 = 100)

	March '74	March '75	March '76	March '77	March '78	Dec '78
Retail prices [1]						
Electricity	100	137	188	220	249	263
Gas	100	112	139	154	169	169
Domestic coal	100	127	160	194	223	249
Postage – second class letter	100	183	217	217	233	233
Telephone – private subscriber local call	100	150	300	300	300	300
Fares	100	123	166	200	229	243
of which, rail fares	100	118	172	215	247	253
Motoring and cycling	100	130	149	171	188	202
Wholesale prices [2]						
Finished steel	100	154	164	214	228	236

[1] General index of retail prices (Department of Employment). [2] Wholesale price index (Department of Industry).

Companies registered

Geoffrey Pattie (Chertsey and Walton) asked the Secretary of State for Trade if he would list, for every year since 1945: (a) the number of companies registered in Great Britain, and (b) the number of these companies with a nominal capital of less than £100,000.

Mr Clinton Davis gave the following information:

Year	Number of companies registered in Great Britain	Number of companies registered in Great Britain with a nominal capital of less than £100,000
1945	10 948	10 753
1946	25 217	24 864
1947	21 753	21 394
1948	16 344	16 070
1949	14 448	14 225
1950	13 906	13 661
1951	13 524	13 277
1952	12 296	12 131
1953	13 329	13 097
1954	15 855	15 624
1955	17 507	17 255
1956	17 572	17 347
1957	20 665	20 421
1958	22 370	22 106
1959	29 198	28 818
1960	34 312	33 835
1961	33 645	33 152
1962	34 852	34 319
1963	42 173	41 622
1964	48 315	47 745
1965	36 315	35 763
1966	28 256	27 694
1967	31 292	30 731
1968	20 654	20 149
1969	25 154	24 592
1970	30 262	29 713
1971	39 445	38 926
1972	54 456	53 875
1973	67 349	66 503
1974	42 496	41 438
1975	45 678	44 510
1976	56 085	54 587
1977	55 214	53 464
1978	63 566	61 067

Consumer prices

Geoffrey Pattie (Chertsey and Walton) asked the Secretary of State for Prices and Consumer Protection if he would list in ascending order the percentage change in consumer prices and total prices from February 1974 to the latest available common date in each member of the EEC, the United States of America, Canada and Japan, respectively.

Mr Maclennan gave the following information. He said that as the overall figures concealed differing trends over time, the latest annual increases were also given. These illustrated the marked reduction in the rate of increase for the UK relative to that for other countries. No indexes of total prices were available, but a broad measure of domestically generated inflation could be obtained by dividing current price estimates of gross domestic product (gdp) or gross national product (gnp) by the corresponding estimates at constant prices. This had been done for the six countries for which the necessary information was available.

CONSUMER PRICES — Percentage increase

	Feb 1974-Nov 1978	Latest 12 months (Nov 1977-Nov 1978)
West Germany	20.5	2.3
Luxembourg	40.4	3.2
Netherlands	40.9	4.0
USA	42.7	9.0
Japan	46.0	3.4
Belgium	48.3	3.8
Canada	51.6	8.9
Denmark	60.1	7.1
France	60.3	9.5
Ireland	93.1	7.9
UK	99.1	8.1
Italy	103.9 (up to Oct 1978 only)	11.5 (Oct 1977-Oct 1978)

TOTAL OUTPUT DEFLATORS	Percentage increase	
	1st qtr 1974-3rd qtr 1978	Latest 12 months (3rd qtr 1977-3rd qtr 1978)
West Germany (gnp)	24	4¼
Japan (gnp)	31½	5
USA (gnp)	38	7½
Canada (gnp)	48¼	6¾
UK (gdp)	98	9¾
Italy (gnp)	97 (up to 2nd qtr 1978 only)	12 (2nd qtr 1977-2nd qtr 1978)

Sources: OECD main economic indicators, national sources.

Microelectronics grants

Kenneth Clarke (Rushcliffe) asked how many applications had so far been received for grants under the microelectronics industry support programme; and what sums had so far been spent or committed under that programme.

Mr Huckfield said that 30 project applications were being considered by the department and broader five-year programmes of support were under discussion with most of the major companies in the industry. Support for the micro-electronics industry totalling £7.16 million had so far been approved since the programme was announced. No money had yet been spent.

SWPs: output, market penetration and employment

J. W. Rooker (Birmingham, Perry Barr) asked the Secretary of State for Industry if he would state for each industrial sector working party since it was set up the changes in the index of output, and the penetration of home and overseas markets and employment, stating the standard industrial classification minimum list headings covered by each working party.

Mr Huckfield replied that the information in the following table related to standard industrial classification groupings that corresponded as closely as possible to the coverage of the sector working parties. Information about the penetration of overseas markets was not available.

Bankruptcies and liquidation

Geoffrey Pattie (Chertsey and Walton) asked the Secretary of State for Trade if he would list the number of bankruptcies, the number of compulsory company liquidations, the number of creditors' voluntary liquidations and the number of members' voluntary liquidations: (a) in each year since 1970 and (b) from February 1974 to the latest available date.

Mr Clinton Davis said that figures for England and Wales up to 1977 for the first three categories were given in *Trade and Industry*, 3 November 1978, page 245, and for the last three categories in *Companies in 1977*, table 8a. The latter source also gave figures for Scotland.

Provisional figures for 1978 and for the whole period from February 1974 to December 1978 were as follows:

	1978	February 1974 to December 1978
Bankruptcies [1]	3 720	27 552
Company liquidations [2]		
compulsory	2 240	10 777
creditors' voluntary	2 840	14 985
members' voluntary	3 624	18 858

[1] Receiving and administration orders made. [2] The figures are for liquidations during each year.

Friday, 19 January

Aid under tourism act

Julian Ridsdale (Harwich) asked how much help had been given under section 4 of the Tourism Act 1969; where this help had gone; and for what specific purposes.

Mr Meacher said that section 4 assistance approved or recommended for approval since the start of the scheme amounted to £10,217,000. The regional breakdown was:

	£000
Cumbria	2 915
North West	402
Northumbria	2 671
West Country	2 472
Yorkshire/Humberside	1 732
East Midlands	25

The types of projects receiving aid included serviced and self-catering accommodation, restaurants, conference facilities, tourist attractions, sporting facilities and amenities.

Company rewards on microfiche

Jo Richardson (Barking) asked the Secretary of State for Trade why he had decided to end the experimental arrangement with Liverpool library for access to microfiche copies of company records; what use had been made of this facility; whether he intended restoring the arrangement in the near future; and what plans he had for providing improved access to company records for people living outside the London and Cardiff areas.

Mr Clinton Davis said that the experiment was a pilot exercise designed initially to operate for three months to assist the Registrar of Companies in judging the extent to which it might be possible to supply microfiche copies of company records by post to provincial centres. Demand over the period of the experiment averaged 150 requests a month. It was not possible at present to put these arrangements on to a permanent basis because of the substantial increase in search of company records by traditional means towards the end of 1978.

The secretary of state was anxious to improve public access to compnay records and consideration would be given to a resumption of the arrangement when the necessary staff and equipment were available. The main problem in introducing a postal service laid in estimating the net additional demand so that improved facilities could be introduced without jeopardising the efficiency of the present search facilities at the company registration offices in London and Cardiff. Further surveys would probably be necessary before a full scheme could be launched.

Industrial investment

James Sillars (South Ayrshire) asked what was the real growth in industrial investment between July 1975 and the latest available date in 1978.

Mr Huckfield said that manufacturing investment in the second and third quarters of 1978 taken together was £1,928 million at 1975 prices, seasonally adjusted. That was 10 per cent above the level in the corresponding quarters of 1975.

Sector working party (or EDC)	Approximate SIC coverage	Nearest corresponding minimum list headings		Annual percentage changes in: Output [1]	Employment [2]	Import penetration [3]
Food and drink	211 to 239	211 to 239 [4]	Food and drink	+1½	−½	−¾
Specialised organic chemicals	part of 271	271	General chemicals	+4	+1	+3½
Petrochemicals	parts of 271, 276	271 and 276	General chemicals and synthetic resins	+4½	+1	+3½
Pharmaceuticals	272	272	Pharmaceutical chemicals and preparations	+8	−½	+½
Iron and steel	312, part of 311	311 and 312	Iron and steel (general) and steel tubes	+2¾	−3½	−1
Ferrous foundries	parts of 311, 313	313 [5]	Iron castings, etc	−1½	−2¾	—
Non-ferrous foundries	parts of 321, 322, 323	321, 322, 323	Non-ferrous metals	+4½	—	+1½
Machine tools	parts of 332, 339	332	Metal-working machine tools	−4	−½	+½
Pumps and valves	part of 333	333	Pumps, valves and compressors	+4	+½	−½
Fluid power equipment	part of 333					
Diesel engines	part 334 and others	334	Industrial engines	−1½	+2½	—
Textile machinery	335	335	Textile machinery and accessories	−28½	−8½	−5½
Construction equipment and mobile cranes	336, part of 337	336	Construction and earth-moving equipment	−5	+1½	+8½
Industrial trucks	part of 337	337	Mechanical handling equipment	−1½	+½	+1½
Other mechanical handling equipment	part of 337					
Office machinery	338, part of 351	338	Office machinery	−13½	−2½	+14
Mining machinery	part of 339	339	Other machinery	+½	—	+1
Printing and bookbinding machinery	part of 339					
Heating, ventilating etc equipment	part of 339					
Food and drink processing and packaging machinery	parts of 339, 341					
Constructional steelwork	part of 341	341	Industrial plant and steelwork	+2½	−1½	−½
Process plant fabrication	part of 341					
Automation and instrumentation	353 and 354	353 and 354	Surgical, scientific and industrial instruments	+3½	−½	+½
Heavy electrical machinery	part of 361 [6]	361	Electrical machinery	+1½	−1	+2½
Industrial electrical equipment	parts of 361, 369					
Telecommunications	363	363	Telegraph and telephone apparatus and equipment	−13½	−8½	−1½
Electronic components	364	364	Electronic components	+13	+1	+2¾
Electronic consumer goods	part of 365	365	Broadcast receiving and sound reproducing equipment	+5	−2	+2
Electronic computers	366	366	Electronic computers	+21½	+3	+4½
Radio, radar and electronic capital goods	367	367	Radio, radar and electronic capital goods	+7	+2	+½
Domestic electrical appliances	part of 368	368	Electric appliances primarily for domestic use	+2¾	−½	+1
Gauges and tools	390	390	Engineers' small tools and gauges	+½	+5½	—
Man-made fibres	411	411	Production of man-made fibres	−1½	−4½	+3
Wool textiles	part of 414	414	Woollen and worsted	+2½	−2½	+¾
Hosiery and knitwear	417	417	Hosiery and other knitted goods	+1	+½	+1
Clothing	441 to 445 and 449	441 to 445, 449	Clothing	+3¾	−1½	+½
Footwear	450	450	Footwear	+3½	—	+1½
Paper and board	481	481	Paper and board	+5	−1½	−½
Rubber processing	491	491	Rubber	+7½	—	+1¾
Plastics processing	part 496 and others	496	Plastics products not elsewhere specified	+8½	+2½	+½

[1] Based on Index of Industrial Production (1975 = 100), seasonally adjusted. Change from fourth quarter 1975 to third quarter 1978, expressed at an annual rate. *Source:* Central Statistical Office. [2] Employees in employment, Great Britain. Change from October 1975 to October 1978, expressed at an annual rate. *Source:* Department of Emplpyment. [3] Imports (cif) as a percentage of UK demand, ie UK manufacturers' sales, plus imports (cif) less exports (fob), in current value terms. Annual number of percentage points change from year ending June 1976 to year endings September 1978. *Source:* Departments of Industry, Trade and Prices and Consumer Protection. [4] Measure [3] relates to MLH's 211 to 232, suitable sales data for MLH 239 'Other drink industries' not being available. [5] Measure [3] shows the annual change up to the year ending December 1977 only, siutable overseas trade data not being available for 1978.

European community news

French presidency outlines its priorities

Introduction of the European monetary system (EMS) means that attention has to be paid to strengthening the economies of the less prosperous member states.

Outlining the policy aims of the council now that France holds the presidency (see *Trade and Industry*, 12 January, page 66) the French foreign minister Mr Francois-Poncet told the European parliament in Strasbourg on 17 January that the commission had been mandated by the European council to produce proposals to achieve this. The presidency would ensure that these were examined as soon as they were received. It would focus on ways of strengthening the necessary convergence of economic policies.

Mr Fancois-Poncet said that the reasons for France's waiting reserve on implementing the EMS were well known, and that this reflected not least the many demands expressed within the assembly itself for dismantling the monetary compensatory amounts (MCAs). This could only be gradual, he said, as present disparities were too great for instant elimination. The objective remained as defined in the conclusions of the last European council.

On the budget, the French foreign minister said that resolving the present disagreement would require honest study of each side's position, and a mutual readiness to find a way forward compatible with the EEC treaties. The council position remained that, 'unless the provisions of article 203 of the Treaty of Rome are to be stripped of their sense, the maximum rate may not be increased except by an explicit agreement between the assembly and the council'. Misunderstandings were doubtless due, he said, to a lack of clarity in the treaty.

The council would continue to give full effect to the conciliation procedure on issues to which this applied. 'This conciliation ought to inform and sustain the decision-making process, but it must not slow it down or block its progress. For that reason I feel that we should make every effort to make practical improvements to the procedure and to make it a flexible and efficient instrument of the dialogue between the institutions. In this way we may have a wide-ranging dialogue and honest conciliation, after which it is for the council to take the final decision.'

Commenting on this year's farm price review, the presidency said that this was of special importance because of the prospect of a gradual return to unified prices throught the community. Discussion would probably be needed on a means of restoring equilibrium to disrupted markets, such as the dairy sector and starch-based products. Proposals for common organisation of the potato, sheepmeat and alcohol markets were due for consideration. Harmonisation measures were required in the veterinary, agro-agricultural, plant health and animal feed sectors; and work was still needed on ensuring competitivity for Mediterranean regions of the community in face of the predictable consequences of three more countries joining the EEC.

The French presidency is to give high priority to social and industrial policy. There had to be a collective effort towards an adequate level of economic activity and reduction of unemployment. First responsibility rested with member states, but there was complementary work to do at community level.

The presidency would try to expedite examination of dossiers already before the council, such as social security for migrant workers, protection of workers in the event of employer bankruptcy, and measures for iron and steel workers. It would watch over implementation of the programme for assisting employment of young persons. Proposals had already gone to the council, the commission and both sides of industry, for improving employment conditions by adjustment of working hours. These measures had to be community-wide, to avoid distortion of competition. A sectoral approach was probably necessary, he said. Measures concerning shift work, night work, part-time work, and employment of women and young persons could be studied on this basis.

Mr Francois-Poncet said that lasting solution of the unemployment problem required adaptation of industrial structures on the conditions of the new world economic order. It was on this basis that the problems of the iron and steel industry were being tackled. Internally, the community renewed such anti-crisis measures as fixing of minimum prices and guide prices last month, and aimed at early adoption of community provisions on national aid to this industry.

Direct elections would not change the nature of an institution which had been playing an essential representative and creative role since 1958, Mr Francois-Poncet said. But, they would bring new vigour to the exercise of existing powers, 'albeit with due respect for the prerogatives of other community institutions and of national parliaments'. Compliance with the treaties remained essential, respect for the law being a key feature of the European inheritance.

Negotiations would continue on the three accession applications, the minister said. Those with Greece were almost completed, and both sides were aiming at signature as soon as possible during the French presidency. Negotiations with Portugal involved joint definition of detailed arrangements for integration into the common market. Particular precautions were required here, because of the respective economic situation. Negotiations with Spain would open on 6 February, and the following months would see detailed discussions on the community side to establish a common basis for negotiation.

Each set of negotiations had to be conducted pragmatically and realistically he said. Enlargement had positive economic and social consequences but was also fraught with difficulties. This did not mean, however, that sight should be lost of the considerable political opening represented by the entry of young democracies. Accession would consolidate and anchor these into the democratic community of Europe.

Enlargement would entail institutional adjustments. On this, the French presidency had high hopes of the work of the committee of the three wise men, and would give them all possible support.

Already under study was a procedure for dealing with the effect of enlargement on relations with Mediterranean countries as a whole. Particular attention would be given to the drafting of negotiating directives to the commission for concluding a new agreement with Yugoslavia. Agreements with Turkey would probably have to be drafted.

Europe was increasingly receiving approaches from all over the world, he said. This attraction was both a comfort and a challenge to Europe. This reflected its importance, its influence and the confidence placed in its future.

The absence of community progress on an energy policy over the last five years was regrettable, he said. The presidency would try to conclude discussions on energy saving, new forms of energy work on the second four-year energy research and development programme, and the research and teaching programme in the field of controlled thermonuclear fusion.

On harmonisation, Mr Francois-Poncet said it did not necessarily mean creation of a common policy. In view of the differences in the employment situation and the level of economic activity in the member states, it was sensible to attempt to align national actions rather than to pour them into a common mould. 'But our ambition is also to establish

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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common policies wherever that is feasible and desirable.'

Current negotiations with the African, Caribbean and Pacific countries was a high political priority. It was important not only for reasons of history and mutual interest but as an example of north-south relations. In many respects – free access to markets, the stability of export earning schemes, money volume, joint institutions – Lomé set a pattern for desirable relations between industrialised countries and the third world. This originality should be preserved, and progress to date consolidated, but, he said, consideration should also be given to necessary refinements. The French presidency hoped for a successful conclusion during its term.

Although it had not yet been possible to adopt the framework regulation on financial aid to non-associates, arrangements had been made for aid granted under the community budget to be provided in practice.

A common community position had to be defined for the new round of common fund negotiations and for Unctad V. The presidency would ensure that these positions were as generous and open as possible.

Turning to the multilateral trade negotiations, he said the central objective of community commercial policy was to avoid risk of a return to protectionism. But conclusion of the negotiations did not depend on the community alone. In particular, the United States congress had to take an unequivocal decision to renew the waiver on countervailing duties.

The presidency would seek early council approval of a mandate for negotiation with Romania, and would closely follow progress of negotiations with the Council of Mutual Economic Assistance secretariat.

Issues of political co-operation needing attention during the French presidency included developments in the eastern Mediterranean and the Middle East, the north-south dialogue and disarmament. The Euro-Arab dialogue, although an exemplary initiative in the political co-operation sphere, had not produced all the results expected. The presidency would consult its partners on ways and means of reviving and strengthening it.

A major contribution to progress would be made by the European councils in Paris in March and in Strasbourg in June. 'The council of heads of state and of government increasingly appears to be the supreme decision-making body through which fresh steps would be taken in the organisation of Europe'.

Tachographs: advocate-general says yes to commission charges

EEC advocate-general Henri Mayras recommended on 18 January that the European Court of Justice upholds charges brought by the European commission on against the UK on the tachograph issue. These allege that the UK has failed to carry out its obligations under the treaty of Rome by not having implemented an EEC requirement to fit tachographs to heavy lorries and coaches.

The European judges are not bound to follow the advocate-general's recommendation. No firm date has been set for the court's final decision.

Ministers discuss enlargement

Foreign ministers discussed the likely repercussions on third countries of enlarging the EEC to 12 at the 15 January council.

They concentrated in particular on the possible effects on Mediterranean countries. The council agreed that the commission should conduct a detailed study of the consequences and report back.

Ministers also agreed that the 6 February council should aim to complete consideration of the EEC's negotiating position with Yugoslavia, so that negotiations can start as soon as possible.

EEC competition rules: subcontracting agreements

Subcontracting agreements may infringe article 85(1) of the treaty of Rome if they contain certain restrictions on the use of technology or equipment provided by the contractor. Article 85 deals with competition rules.

A notice issued by the European commission on 18 December 1978 lists the clauses which may be included in this type of agreement without giving grounds for objections under article 85(1).

The notice gives guidance on the types of subcontracting agreements to which the article applies. For example, agreements under which the contractor entrusts the manufacture of goods to a subcontractor are not themselves caught by the prohibition in article 85(1).

This notice supplements the commission's 1968 notice on co-operation between enterprises – which also lists a number of agreements that by their nature are not to be regarded as anti-competitive – and its 1977 notice concerning agreements of minor importance.

Further information can be obtained from the Department of Prices and Consumer protection, Fair Trading Division, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 5122. The notice appeared in the *Official Journal of the European Communities* C1, 3 January.

Industrial democracy conference

Industrial democracy is the subject of a one-day conference to be held on 22 February at the Hyde Park Hotel, Knightsbridge, London.

The conference is being organised by the London Chamber of Commerce and Industry in association with the London Europe Society. Industrial democracy in western Europe and Britain will be examined.

Speakers include the employment secretary Albert Booth, EEC commissioner for industrial affairs Etienne Davignon, and Sir John Methven, director general of the Confederation of British Industry.

Details are available from Sheema Sherman, International Division, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

New EEC documents

This list of EEC documents was deposited in the house of commons in the seven days up to 11 January 1979 (commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European communities commission information office, 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/3431/78. Proposal for a council directive (EEC) on the approximation of the laws of the member states relating to safety requirements for tower cranes for building work (COM(78)677).

R/3463/78. Proposal for a council regulation (EEC) fixing for the 1979-80 milk year the guideline figure for the fat content of standardised whole milk imported into Ireland and the United Kingdom (COM(78)777).

R/3465/78. Proposal for a council regulation (EEC) amending regulation (EEC) 2766/75 with regard to the standard amount for overhead costs used in calculating the sluice-gate price for pig carcases (COM(78)710).

R/3492/78. Proposal for a council regulation (EEC) amending regulation (EEC) 3164/76 on the community quota for the carriage of goods by road between member states (COM(78)688).

R/3574/78. Draft council decision concerning fishery activities in waters under the sovereignty or jurisdiction of member states on a temporary basis pending the adoption of permanent community measures (COM(78)727).

R/3579/78. Draft council decision concluding an agreement on a concerted action project in the field of treatment and use of sewage sludge (Cost 68a) between the community and Austria, Finland, Norway, Sweden and Switzerland (COM(78)686).

R/3580/78. Amended proposal for a seventh directive pursuant to article 54(3)(g) of the EEC treaty concerning group accounts (COM(78)703).

R/3588/78. Draft council regulation (EEC) temporarily suspending the autonomous common customs tariff duty for mechanically propelled aircraft of an unladen weight exceeding 15 000 kg falling within subheading ex 88.02 B(II c). (COM(78)709).

S/2167/78. Food aid – recommendation for a council decision extending for the year 1977, the convention between the EEC and UNRWA (COM(78)712).

S/2168/78. Food aid – recommendation for a council decision extending until 30 June 1978 the convention between the EEC and UNRWA (COM(78)716).

S/2186/78. Recommendation for a council decision concluding the agreement in the form of an exchange of letters extending the trade agreement between the European Economic Community and the Argentine Republic (COM(78)690).

S/2194/78. Proposal for a council regulation (EEC) laying down certain interim measures for the conservation and management of fishery resources applicable to vessels flying the flag of certain non-member countries in the 200-nautical-mile zone off the coast of the French department of Guyana (COM(78)72).

Consultative documents

R/3276/78. Seventh financial report on the European agricultural guidance and guarantee fund, 1977 – guidance section (COM(78)684).

R/3318/78. Demonstration projects in the field of energy saving and exploitation of new energy sources (COM(78)672).

R/3350/78. Implementing agreement for the establishment of a biomass conversion technical information service. (No com number).

Tariff quotas 1979

Tariff quotas provide for a limited amount of goods to be imported at a rate of duty below the normal rate. General information about the administration of tariff quotas may be found in customs notice 771 (obtainable from any customs house or office of HM Customs and Excise). Notices and articles are published from time to time in *Trade and Industry* when tariff quotas are opened or when increases have been made and a notice is published at monthly intervals listing quotas which have been exhausted. Tariff quota information can

be found in part 11 of HM Customs tariff. Below are lists of tariff quotas (other than gsp tariff quotas) which have been opened for 1979.

Allocation

In 1979 as in 1978 it is intended that qualifying imports shall be debited against tariff quotas (including gsp quotas) in the order in which any importer enters them for home use and claims relief from duty (customs notice 771 and amendments explains how claims should be made).

Inquiries: General Division 2, Department of Trade, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

EEC global tariff quotas for imports from all non-EEC sources

Tariff heading/Item	Duty within 1979 quota
01.02 AIIb)2	
Alpine and mountain cattle. (Two quotas which run from 1 July 1978 to 30 June 1979) [1]	4%
03.01 AII	
Fresh eels (live or dead) chilled or frozen for curing, skinning or use in manufacture of products of heading 16.04 (quota runs 1 July 1978 to 30 June 1979)	Zero
08.04 BI	
Dried grapes in immediate containers of 15 kg or less	1.2%
38.08 A	
Rosin including 'brais resineux'	Zero
ex 44.15	
Certain plywood of coniferous species	Zero
48.01 A, ex 48.01 F	
Newsprint	Zero
50.02	
Raw silk (not thrown)	Zero
ex 50.04	
Yarn wholly of silk not put up for retail sale	2.5%
50.05 A	
Yarn of silk waste other than noil not put up for retail sale	1%
50.09	Two quotas at zero duty for goods from Bangladesh, El Salvador, India, Laos, Pakistan, Sri Lanka, Thailand, Indonesia, Honduras and Guatemala
Woven fabrics of silk or noil silk woven on handlooms	
55.07, 55.09, 58.04	
Certain woven fabrics of cotton and pile and chenille fabrics of cotton made on handlooms	
Chapters 50-57 and 58.04, 58.05, 58.07, 58.08, 58.09, 60.01	
On the added value of processing of fabrics and yarns in these headings imported as provided for in the arrangements with Switzerland on trade in processing in the textile sector [2]. (Quota runs 1 January 1979 to 31 August 1979)	Zero
73.02 C	
Ferro-silicon	Zero
73.02 D	
Ferro-silicon-manganese	Zero
73.02 EI	
Low-ferro-chromium	Zero
77.01 A	
Unwrought magnesium (quotas for various grades)	Zero
A variety of handicrafts falling under various tariff headings; when imported from certain countries. (India, Pakistan, Bangladesh, Thailand, Philippines, Indonesia, Uruguay, Iran, Sri Lanka, Laos, Ecuador, Paraguay, Panama, El Salvador, Bolivia, Malaysia, Chile, Honduras, Peru and Guatamala)	Zero

[1] There is no known trade in these goods. [2] There is no specific share of this quota for the UK.

Notes:
The UK will also participate in a tariff quota for frozen beef (which is in effect a levy free quota and not a quota for imports at a lower than the normal tariff). The quota is administered by the Ministry of Agriculture.
It should be noted that where under other preferential arrangements imports from particular third country sources qualify for duty-free treatment or a rate of duty as low as the quota rate, such imports will not be counted against 'global' or 'national' quotas.

National tariff quotas

Tariff heading/Item	Duty within 1979 quota
Chapters 48 and 49	
Paper and paperboard and certain printed matter from Efta non-candidate countries	Zero

Two preferential tariff quotas for certain African, Caribbean and Pacific (ACP) countries and for overseas countries and territories of the EEC (OCT's)

Tariff heading/Item	Duty within 1979 quota
22.09 CI	
Rum, arrack and tafia. (The quota runs from July of one year to June of the next)	Zero – ie only excise duty will be payable

Preferential tariff quotas for certain Mediterranean countries

Country	Item	Tariff heading	Duty within 1979 quota
Algeria	Certain wines of designated origin: two quotas for wine in containers holding 2 litres or less and for wine in containers holding more than 2 litres. (The quota period runs from July of one year to June of the next) [1]	ex 22.05 C	Zero
Cyprus	Man-made fibres discontinuous or waste, carded, combed or otherwise prepared for spinning	56.04	Zero
	Men's and boys' outerwear	61.01	Zero
	Sweet peppers	07.01 S	4.5%
	Certain dried grapes	08.04 BI	Zero
	Liqueur wines [1]	22.05 CII ex a)	4.2 Eua/hl
		ex b)	3.3 Eua/hl
		ex IIIa)2	5.1 Eua/hl
		ex b)3	4.2 Eua/hl
		ex IVa)2	5.7 Eua/hl
		ex b)3	5.7 Eua/hl
	Wine of fresh grapes	ex 22.05 CIa)	3 Eua/hl
		IIa)	3.5 Eua/hl
Greece	Wine of fresh grapes: grape must with fermentation arrested by the addition of alcohol [1]	22.05 A	6 Eua/hl
		B	6 Eua/hl
		CIa)	1.8 Eua/hl
		b)	1.3 Eua/hl
		IIa)	2.1 Eua/hl
		b)	1.6 Eua/hl
		IIIa)2	2.5 Eua/hl
		b)3	2.1 Eua/hl
		IVa)2	2.8 Eua/hl
		b)3	2.8 Eua/hl
		Va)	0.2 Eua/hl and per degree + 1.5 Eua/hl
		b)	0.2 Eua/hl and per degree
Israel	Apricot pulp	ex 20.06 BIIc)1aa	11.9%
Morocco	Prepared or preserved sardines	16.04 D	Zero
	Prepared or preserved sardines	16.04 D	10%
	Apricot pulp	ex 20.06 BIIc)1aa	
	Certain wines of designated origin: two quotas for wine in containers holding 2 litres or less and for wine in containers holding more than 2 litres. (The quota periods run from April of one year to March of the next) [1]	ex 22.05 C	Zero
Portugal	Certain wines of designated origin: two quotas for wine in containers holding 2 litres or less and for wine in containers holding more than 2 litres [1]	ex 22.05 CIIIa)1	5.4 Eua/hl
		CIIIb)1	5.5 Eua/hl
		CIVa)1	5.8 Eua/hl
		CIVb)1	6.0 Eua/hl
Spain	Dried figs	ex 08.03 B	3%
	Dried grapes	ex 08.04 BI	Zero
	Certain petroleum products falling within chapter 27	27.10 AIII	2.4%
		BIII	2.4%
		CIc)	1.4%
		IIc)	1.4%
		IIIc)	1.6%
		d)	2.4%
		27.11 BIc)	0.6%
		27.12 AIII	0.8%
		B	2.8%
		27.13 BIc)	0.8%
		II	2.4%
		27.14 CII	0.8%
	Other woven fabrics of cotton	55.09 AI	5.2%
		II	5.6%
		BI	5.6%
		II	6.0%
	Certain wines of designated origin: two quotas for wine in containers holding 2 litres or less and for wine in containers holding more than 2 litres. (The quotas will run from 1 January 1979 to 30 June 1980) [1]	ex 22.05	40% of the CCT for sherry wines in containers of 2 litres or less; 50% of the CCT for sherry wines in containers of more than 2 litres and Malaga wines in containers of 2 litres or less; and 70% of the CCT for Tumilla, Priorato, Rioja and Valdeperas wines
Tunisia	Prepared or preserved sardines	16.04 D	Zero
	Apricot pulp	ex 20.06 BIIc)1aa	11.9%
	Certain wines having a registered designation of origin. (Quota runs 1 November 1978 to 31 October 1979) [1]	ex 22.05	Zero
Turkey	Apricot pulp	ex 20.06 BIIc)1aa	11.9%
	Hazelnuts	ex 08.05 G	2.5%
	Cotton yarn not for retail sale	55.05	Zero
	Certain cotton fabrics	55.09	Zero
	Certain carpets	ex 58.01 A	Zero

[1] Any excise duty is also payable. The conversion rate for EUA's is obtainable from customs seats and local customs offices.

Notes:
Cyprus new potatoes: arrangements for 1979 are still under discussion in Brussels and it is not possible to anticipate the outcome. There is a possibility that other preferential tariff quotas for certain items may be opened during 1979.

Overseas trade news

Barclays' export report stresses role of management

The most important difference between Britain's export operations and those of France and Germany is the role of middle management.

This is one of the main conclusions of a survey on export practices in France, Germany and the UK, published on 18 January by the British Overseas Trade Board (BOTB) in conjunction with the London Chamber of Commerce and Industry and Barclays Bank International.

The survey – 'Factors for international success' – examines the export techniques used by 360 exporting countries in a wide range of industries in the three countries.

The more the study progressed, says the report, the more impressive appeared the all-important role played by middle management in Germany and France, in contrast to Britain.

Respondents repeatedly affirmed that it was the scope and encouragement given to middle management that translated concepts and possibilities into achievement during the past 25 years. It was middle managers who actually organised the industrial machine and got the results, it points out.

Another point to emerge from the survey is the perception of Britain's potential. Britain is seen to be well placed to be one of the world's most successful exporters with identifiable advantages – geographical position, a stable political system, highly developed science and technology, a reputation for commercial fair dealing and a sophisticated approach to retailing and merchandising.

Other findings in the report include:

☐ French and German companies appear to have a more selective approach to export markets and claim significant benefits from their attitude

☐ While major technological breakthroughs are regarded as only being within the resources of the largest companies, smaller companies can keep competitive through adaptation

☐ Credit is a key element in the marketing package and some variations in credit collection are apparent

☐ British banks appear more popular and also seem to provide more services tailor-made to their customers' needs than in France or Germany

☐ The more successful exporters in all three countries endeavour to generate shop-floor interest in exports

☐ Languages are low on British exporters' list of priorities, while the French and Germans cite languages as the single most important attribute of an export specialist

Catherwood: report 'thought provoking'.

Speaking at a press conference to launch the report BOTB chairman Sir Frederick Catherwood underlined its conclusion that production problems and, specifically, the lack of adequate capacity, was the major limitation on exports. Investment had not kept pace with the growth of demand, partly due to lack of adequate profits and fear among unions about unemployment, he said.

Sir Frederick Catherwood said that BOTB did not expect the report, which he described as 'thought provoking', to reveal any vast differences in attitude or performance because the best British exporters could compete successfully with the best overseas exporters. However, he felt the differences revealed by the study were important and should be carefully considered by British companies.

Copies of the report are available from the Publications Sales Unit, BOTB, Export House, 50 Ludgate Hill, London EC4M 7HU, or from Barclays Bank International Department 1AD, Goodenough House, 33 Old Broadstreet, London EC2P 2SE, price £25 post free.

Trade and aid discussed in Guadeloupe

Trade and aid were among matters discussed by Prime Minister Jim Callaghan in his visit to Barbados following his informal meeting with President Carter, President Giscard d'Estaing and Chancellor Schmidt in Guadeloupe earlier this month.

In a statement in the house of commons on 16 January, Mr Callaghan said he was invited to pay an official visit to Barbados by the Prime Minister, Tom Adams.

'Our talks, and my reception as the first British prime minister to visit the island since independence, confirmed that Britain has a good and true friend in that important region,' Mr Callaghan said.

The purpose of the four leaders at Guadeloupe was to discuss political and security developments of common concern but not questions of a primarily economic nature, the Prime Minister stated.

'The leaders agreed that significant progress had been made in relaxing tension between the Soviet Union and the west. They took a positive position on the need to develop closer relations between China and the west. But these new relations would not be at the expense of any other country. Our relations with the Soviet Union were as important to us as their relations with China.

'We discussed the requests that China has made for supplies of arms,' the Prime Minister continued, 'and I explained that the British government is ready to negotiate the sale of Harrier aircraft, which we regard as essentially a defensive aircraft, provided this is balanced by substantially increased trade in other fields which would bring significant benefit to our civilian export industries.'

There was useful discussion about the MBFR negotiations and the new French proposal for a European disarmament conference. Opportunity was taken to exchange views on shorter-term foreign policy issues such as the situation in Iran, Turkey, the Middle East and southern Africa.

ECGD backs loan to Argentina

The Export Credits Guarantee Department has guaranteed the repayment and funding for a $16.5 million loan which Baring Brothers

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Eighth Floor, 1 Victoria Street, London SW1H 0ET.

acting on behalf of Barclays Bank International and Lloyds Bank International, has made available to Alimentaria San Luis SA (ASL), Argentina. ECGD announced the backing of the loan on Monday.

The loan will help finance contracts awarded by ASL to Baker Perkins, Simon-Vicars and Simon Food Engineers for supplying machinery and other equipment for a biscuit-making factory to be built in the province of San Luis.

This is the first ECGD-guaranteed buyer credit loan to Argentina to be expressed in dollars and also the first ECGD-supported buyer credit to the Argentine private sector.

Agricultural mission to West Africa

A mission to the Ivory Coast and Cameroon from 22 April to 5 May is being run by the British Agricultural Export Council (BAEC) with the support of the British Overseas Trade Board.

The council says companies who have not previously been involved with these two promising markets in francophone west Africa should find this mission an ideal method of establishing contacts and introducing their products and services.

The Ivorian government is particularly interested to find out what expertise and goods are available from the UK.

Package deals for the development of agricultural or livestock enterprises which include technical assistance and finance are of particular interest.

Cameroon, with an economy dependant upon agriculture, deserves much more attention from UK exporters says the council.

The principal sectors of interest to Cameroon are agricultural machinery, poultry and pig stock and equipment, livestock vaccines and drugs, mineral licks, grain silos and drying equipment for cocoa and coffee.

Details can be obtained from Robert Whitcombe, BAEC, tel. 01-245 9819.

German technical information service set up

A new information bureau has been opened in London on 17 January by the Rheinisch-Westfälischer Technischer Überwachungs-Verein (Technical Inspectorate and Information Service in Northeheim–Westphalia) and the German Chamber of Commerce and Industry in the UK.

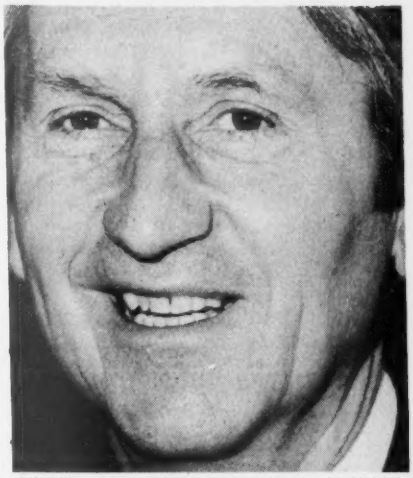
Set up to promote Anglo-German trade in technical goods, the bureau will advise British and German companies about each other's regulations and technical rules, and on matters of safety and quality.

Speaking at a presentation to mark the opening of the bureau, G. B. R. Feilden, Director General of the British Standards Institution, stressed the importance of taking care at the design stage to ensure that a product conformed to standards in the country of destination.

'It is vital for the continued health of international trade that every country knows about the standards in its trading partners,' he said.

RWTÜV is an independent, non-profit making technical inspectorate, staffed by engineers and scientists. The services of the

New fairs man



John Norman, assistant secretary in the British Overseas Trade Board, recently took over as director of the Fairs and Promotion Branch of the British Overseas Trade Board.

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information bureau are based on its many years of experience of national and international rules and regulations over a wide range of technical products.

The bureau is at 12/13 Suffolk Street, St James's, London SW1Y 4HG, tel. 01-930 7251.

Two forums planned by London chamber

Opportunities for consulting engineers and finance are the subjects of two business forums to be held by the London Chamber of Commerce and Industry in February and March.

On 21 February at the forum on opportunities for consulting engineers in the Middle East and north Africa, a panel of speakers will present papers on topics ranging from 'western building design in an Arab environment' through 'the role of the quantity surveyor in the Middle East' to a discussion on 'appropriate technology and its implementation'.

The forum on 21 March will deal with the financial and business situation in Jordan, Syria and Iraq. Speakers will include Sinclair Road, executive director of the committee on Middle East trade, and Joseph Sindaha, manager of the British Bank of the Middle East branch in Amman.

Details of the forums can be obtained from the London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

Interim Tandberg company set up

Following Tandberg Radiofabrikk's bankruptcy (*Trade and Industry*, 5 January, page 22), an interim company has been set up under the supervision of Mr F. M. Bugge, the official liquidator.

Mr Bugge will examine which of Tandberg's successful products should be continued. But it is likely that much of the manufacturing plant, the premises and finished and semi-finished products will be sold in the near future.

A meeting of creditors on 22 December appointed Finn Berg Jacobsen auditor and he can be contacted at Arthur Andersen and Co, Middlethursgate, Oslo 17. UK companies can obtain further information from the Department of Trade, Commercial Relations and Exports Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5305.

New £10m aid grant to The Gambia

A new £10 million aid grant, most of which will be used to purchase goods and services from the UK, has been offered to The Gambia to finance projects in support of the country's development plan.

The offer was made on 11 January by Judith Hart, Minister for Overseas Development, during her three-day visit to The Gambia's capital, Banjul.

Spending of the grant is likely to begin in 1980 and continue over four years. It will be for projects to be mutually agreed between the British and Gambian governments. Main sectors likely to receive assistance include rural development and health.

Connections at Paris residence

Under the eagle eye of Gainsborough's portrait of the fourth Earl of Harborough, Sir Nicholas Henderson, British ambassador to France, examines a Plessey connector on the company stand at an electronic components exhibition staged at his residence on 17 and 18 January (*Trade and Industry*, 19 January, page 104). With him are Maurice Ely, director of the electronic components division of Plessey (left) and Mr M. C. E. Averill, field sales manager for Plessey Connectors.

Talk to these on the spot

Ian Brett, director of news division, British Information Services, New York, and Heather Bendall, commercial publicity officer, British consulate-general, Chicago, will be in the UK from 19 February to 9 March. They will be available for discussions with UK firms.

Both have wide experience in promoting British goods and services throughout the United States. In particular, they can provide British companies with detailed information on advertising in the trade and business press in the United States.

Firms wishing to meet Mr Brett or Miss Bendall should contact Trevor Kenyon, Central Office of Information, Hercules Road, London SE1 7DU, tel. 01-928 2345 ext. 604.

Overseas trade exhibitions

A quiet Heimtextil

From Peter Crowe, BOTB, Frankfurt

This year Frankfurt staged the ninth Heimtextil – international trade fair for home and household textiles – since the exhibition split from the spring fair in 1970. The fair took place from 10 to 14 January.

Last year worldwide exports of textiles amounted to £1,141 million up to the end of November compared to £1,147 million in the whole of 1977. Textile exports to Germany alone accounted for £104 million in 1977 and £102 million up to the end of November last year.

Despite some poor attendances on the opening days of the show – the fair organisers claim to have had 56 000 trade visitors this year compared to 58 000 in 1978 – Heimtextil once more confirmed its claim to be the premier event in the field. In addition to European and Scandinavian buyers, visitors from the United States and Japan were also much in evidence.

Britain once again fielded the largest overseas contingent with 134 companies in three joint ventures supported by the British Overseas Trade Board. It was perhaps a sign of the times that other overseas participants included one from China.

The busiest halls were 5 and 5a, those occupied by the carpet manufacturers where a total of 74 firms took part in the joint venture sponsored by the British Carpet Manufacturers Association. Reactions among British exhibitors were mixed. Lister and Co of Bradford was showing its simulated fur fabrics for the first time at this year's show. The company's sales manager, Mr Wilbur, felt that things had been very quiet, though they had picked up on the second day.

Also, after a quiet first day things improved for the groups sponsored by the National Wool Textile Export Council (NWTEC), including nine companies assisted by the Design Council, and the Irish Linen Guild (ILG). Monica Pattenden of the ILG was particularly pleased at the re-emergence of American buyers at this year's show.

However, there were also mixed fortunes in this group with Irish Linen Mills enjoying its best first day of the show ever. In both the ILG and NWTEC groups it was the traditional English lines that went down well with the continental buyers. An excellent example of this was Ramms which according to its managing director, Keith Lamborn, had been doing very good business in the German market with its printed linen/union cotton and chintz traditional English furnishing designs.

Also doing well was International Textiles, whose eighteen colour prints can only be produced in the UK. However, the firm's representative, Peter Robinson, was quick to emphasise that the work that follows the exhibition would be as important to them as the exhibition itself.

Trade promotions guide

Details of overseas fairs and missions can be found in the trade promotions guide published with *Trade and Industry* this week.

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, can give you directly, or through your regional office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals, agency legislation, setting up of a subsidiary company and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section of 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below

01-248 5757

extension

Sub-section A
1 Co-ordination of EEC regulations requirements and common customs tariff (CCT), Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 Denmark (incl. Faroe Islands and Greenland). EEC legislation on tariff and non-tariff barriers relative to community trade
423 France and French overseas departments, French overseas territories, Comoros
439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Suriname
466 Italy, Irish Republic
467 Federal Republic of Germany

Sub-section B
Efta countries, Spain, Gibraltar, Malta, Israel, Macao

458 Israel, Norway, Gibraltar, Malta
459 Austria, Sweden, Switzerland
460 Portugal, Finland, Iceland, Macao
461 Spain, Canary Islands, Andorra

Sub-section C
1 North America, Bahamas, Bermuda, West Indies

455 Canada
456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)
7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and central America

474 Argentina, British Antarctic Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru, Venezuela
476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D
Africa

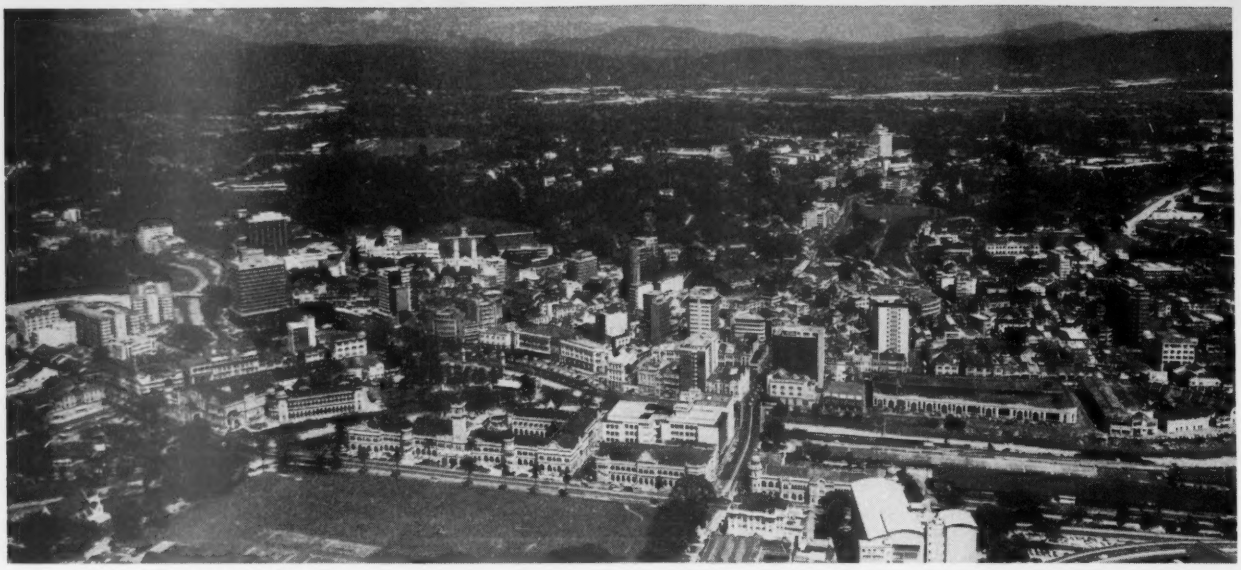
462 Algeria, Ceuta and Melilla, Egypt, Equatorial Guinea, Libya, Morocco, Sudan, Tunisia, Western Sahara
471 Angola, Cape Verde, Guinea-Bissau, Jibuti (Djibouti), Malawi, Mauritius, Mozambique, Rwanda, St Helena and Tristan da Cunha and Ascension Islands, Sao Tome/Principe, Seychelles, Somalia, South Africa (with Botswana, Lesotho, SW Africa, Namibia and Swaziland), Zambia, British Indian Ocean Territory
472 Benin, Burundi, Cameroon, Central African Empire, Chad, Congo (Brazzaville), Ethiopia, Gabon, Ghana, Guinea, Ivory Coast, Kenya, Madagascar, Mali, Mauritania, Niger, Senegal, Tanzania, Togo, Uganda, Upper Volta, Zaire
473 The Gambia, Liberia, Nigeria, Rhodesia, Sierra Leone

Sub-section E
Australasia and south-east Asia, Eastern Bloc, China, Mongolia, Yugoslavia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands, Philippines
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Island (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix and Northern Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F
Middle East (Part) and Asia (Part)

420 Afghanistan, Burma, India, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic
475 Iraq, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Syria, United Arab Emirates
7062 Bangladesh, Jordan, Maldives, Nepal, Saudi Arabia, Sri Lanka



Kuala Lumpur, capital of Malaysia.

Put south-east Asia on your export strategy map – Smith

Singapore, Malaysia and Thailand will form an increasingly important potential market for major UK companies in the 1980s. Secretary of State for Trade John Smith returned to London on 11 January with this view, following a 10-day trade mission on which he was accompanied by businessmen, a banker and a trade union leader (see *Trade and Industry*, 5 January, page 21). In this article Mr Smith describes the main objectives of the mission and sums up his impressions of the south-east Asian market.

I was conscious when I left London that, although the UK has strong links in south-east Asia – historically and politically as well as commercially – we have been losing ground to our competitors in both Singapore and Malaysia during the last decade or more.

The reasons are well understood by the ministers and businessmen we met during our 14 000-mile journey. When Britain withdrew its forces from east of Suez, we changed our view of the world. We were already preoccupied with the European Economic Community. We continued to make efforts – successfully – to maintain our important north American market. We began to concentrate, with excellent results, on the Organisation of Petroleum Exporting Countries. We turned our attention to developing latin American countries – especially Brazil, Venezuela and Mexico. And, most recently, we have begun to seize the great new opportunities for trade with China.

But – and there is no doubt about it – we have sacrificed some of our influence and interest in south-east Asia. Our share of the rapidly expanding Singapore and Malaysian markets has halved since the mid-60s. Our share of the Thai market has remained small.

Two objectives

So my mission had two objectives – one political and one economic. As the first cabinet minister to visit south-east Asia for nearly six years, my first task was to strengthen and deepen our political relations. I left all the leaders in Singapore, Malaysia and Thailand whom I met in no doubt about how important the UK regards the countries of south-east Asia strategically and politically.

I was able to point to the UK initiative, taken during our presidency of the EEC in 1977, as a starting point in the development of stronger relations between the EEC and the Asean countries. This initiative led to the important EEC/Asean foreign ministers' summit in Brussels two months ago, which laid the foundations for closer economic co-operation.

And, with good timing, my mission was the first from an EEC country to south-east Asia following that summit. I was also able to point to the UK's role in representing Asean interests within the community. Since UK entry into the EEC, we have consistently fought for improved access for their agricultural products under the general scheme of preferences; and we took the same stance during the current multilateral trade negotiations.

My second task – and here the team representing top management, the general council of the Trades Union Council (TUC) and the City of London played such a key role – was to demonstrate that the UK means to be back in business in south-east Asia in a big way. At meeting after meeting, we mounted a determined team effort to explore the possibilities for increased two-way trade and economic co-operation. The result was that we left neither political nor business leaders in each country in any doubt about the UK's intentions.

We visited Singapore first. In 20 years it has been transformed from the entrepôt trading city that Stamford Raffles created into an industrialised community which includes 500 foreign companies.

We went to Jurong, the massive industrial estate, which covers more than 10 per cent of the island. Less than 20 years ago, it was nothing but a swamp, with some subsistence farmers. It is now the site of more than 850 factories employing more than 85 000 workers.

There we visited two of the 60-odd UK firms – Beechams and the 600 Group. Among others, John Chalmers, general secretary of the Boilermakers' Union and the first member of the TUC general council to take part in a mission of this kind, was impressed by the products he saw, which combined UK and locally produced components in good examples of how, in the right circumstances, overseas investment can help to maintain and create jobs in the UK.

Trade union involvement

Mr Chalmers made an interesting point when he said: 'My presence on this mission is an important element of the philosophy that lies behind both the Industrial Strategy and industrial democracy. We must involve more national trade union leaders on missions of this kind. We must ram home the idea that, without a powerful manufacturing capacity in the UK, without exports, we just cannot survive or even start to make the kind of social progress we all want to achieve. That's our number one industrial priority and my job now is to spread that gospel.'

For the businessmen and bankers on the mission, the most important message to emerge from Singapore was how much the Singaporeans would value more UK investment and how the Singapore government had created the right environment for that investment.

One of the businessmen summed up his impressions of Singapore like this: 'They want to begin to move up-market technologically. They are looking for capital-intensive, not labour-intensive, industries. And I have been positively encouraged by what I have learned.' He added that for the last five years, his own company had not found it worthwhile even quoting in Singapore. 'But, for several reasons,

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The Institute was incorporated in 1916, and was the first professional body to represent internal accounting. It has always maintained that book-keeping - from which evolved administrative accounting - is a profession quite distinct from that of the public auditor, and has enjoyed recognition accordingly. Membership includes many Accountants, Secretaries, Finance Directors and Financial Controllers who qualified with other professional bodies and are now engaged in Administrative Accounting. There are currently some 20,000 Fellows, Associates, Licentiates and Registered Students in the Institute and its second-tier Association.

There are separate divisions for accountants engaged in Data Processing and for the small but increasing number of self employed Book-keeper/Accountants who act for various client firms.

Membership and examination particulars are set out overleaf, and I shall be pleased to advise you accordingly if you will complete and return the attached enquiry form.

Secretary-General

P.S. If you are already a member, I should be grateful if you would pass this leaflet to a colleague or an appropriate member of your staff.

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ASSOCIATES: A candidate for Associateship must have been engaged in administrative accounting, financial accounting or data processing accounting (or been a lecturer or teacher therein) for at least three years.

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Part I

1. Accounting
2. Business Knowledge
3. Elements of Law

Part II

4. Business Statistics
5. Business Communication
6. Commercial Law

Part III

7. Advanced Accounting
8. Economics
9. Company Law and Practice

Part IV

10. Costing
11. Data Processing
12. Management Techniques and Financial Analysis

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THE INSTITUTE OF ADMINISTRATIVE ACCOUNTING AND DATA PROCESSING

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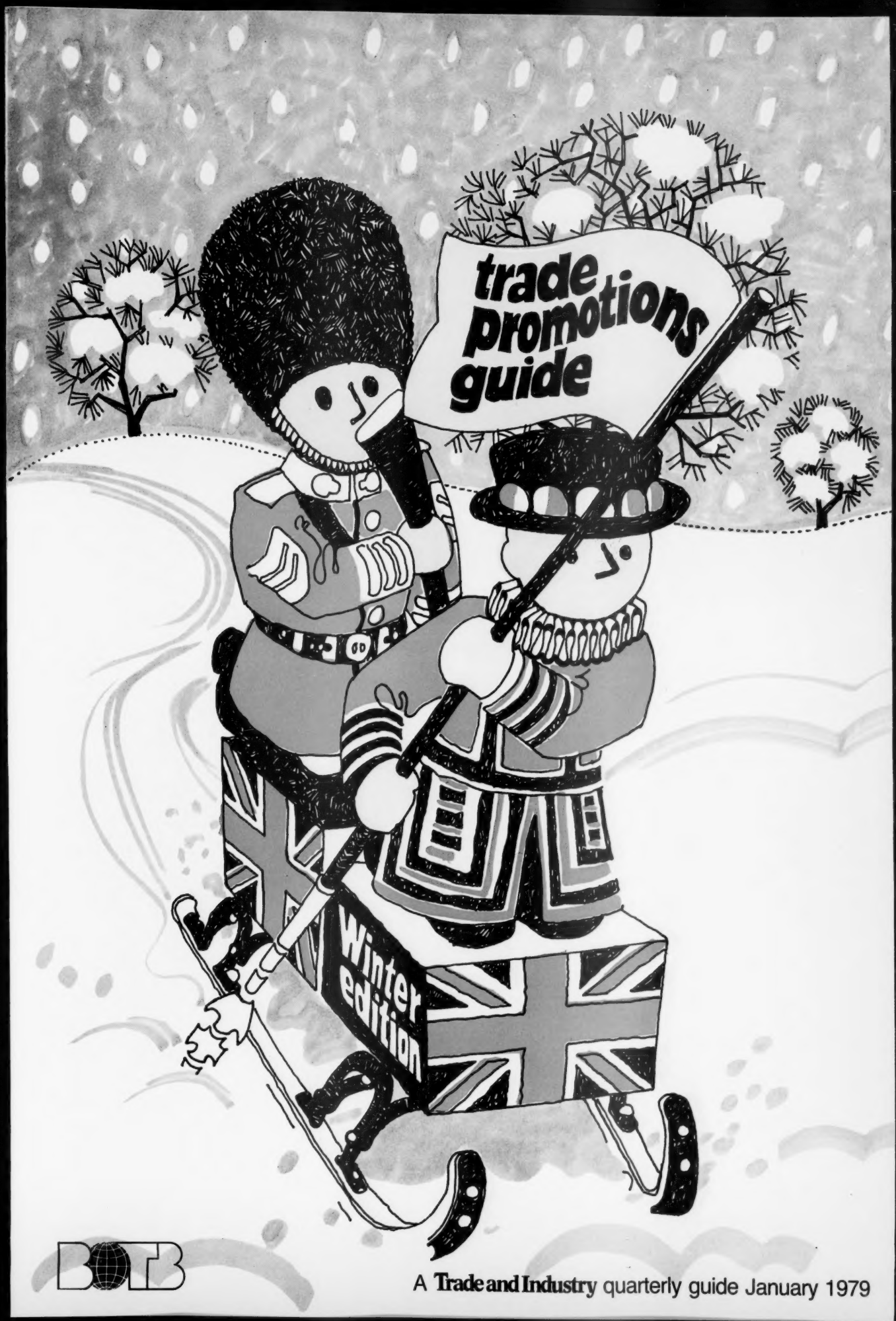

BOTB

A **Trade and Industry** quarterly guide January 1979

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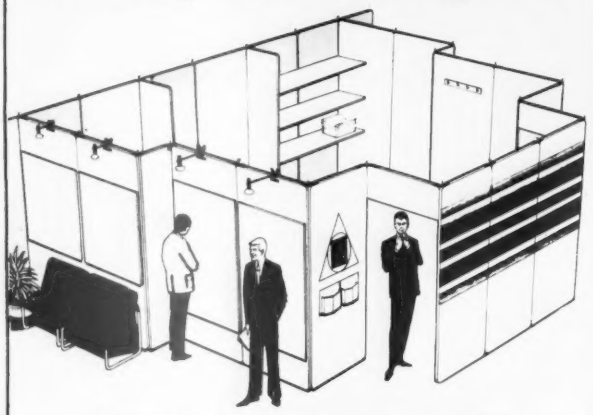

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A **Trade and Industry** quarterly guide. Published with the 26 January 1979 issue

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1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration
page 4

Further information about individual events can be obtained from the trade association or the BOTB contact (01-248 5757) whose name and telephone extension is given against the event. The cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

2 STORE PROMOTIONS

where BOTB support is planned or under consideration
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GENERAL INQUIRIES ON BOTB SUPPORT

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, **01-248 5757**

Overseas trade fairs ext 7447

Store promotions ext 7090

British Export Marketing Centre, Tokyo, ext. 663 or 7317

Outward missions and symposia ext 7084

UK trade fairs ext 7109

Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, **01-248 5757**

Inward missions ext 463

3 MISSIONS

where BOTB support is planned or under consideration
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Further information on individual outward missions can be obtained from the trade association or the BOTB Fairs and Promotions Branch contact named against the event. Information on inward missions can be obtained from S. H. Moger (01-248 5757 ext 463).
For outward missions the cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

4 OTHER OVERSEAS FAIRS

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5 UK FAIRS

This section lists major fairs and exhibitions in the UK.
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Cover based on an export display pack produced by Aldisplay Ltd, London SE1

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1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

General fairs

1979

KHARTOUM: 2nd Sudan International Fair. 18 January-2 February 1979. The Department of Trade will organise an Information Stand at this event. G. M. Lyndsell ext. 7314. Cut off date not applicable.

FRANKFURT: International Trade Fair (Spring). 4-8 March 1979. Joint ventures with:
Association of Musical Instrument Industries.
Piano Manufacturers' Association.
Design Council.
British Ceramic Manufacturers' Federation.
British Stationery and Office Products Federation.
Cutlery and Silverware Association of the UK.
British Artmetal Manufacturers' Export Group.
British Jewellery and Giftware Federation.
J. Irving ext. 690. Cut off date passed.

LEIPZIG: International Spring Fair. 11-18 March 1979. Joint ventures with:
Birmingham Chamber of Industry.
Scientific Instrument Manufacturers' Association and Government Information Stand.
B. G. Rice ext. 7246. Cut off date passed.

CAIRO: International Fair. 17-31 March 1979. The Department of Trade will organise a British Pavilion. G. M. Lyndsell ext. 7314. Cut off date passed.

HANOVER: Hanover Fair. 18-26 April 1979. Official Information Office and joint ventures with:
Association of Hydraulic Equipment Manufacturers.
British Compressed Air Society.
Birmingham Chamber of Industry and Commerce 2 JV's.
Lighting Industries Federation.
Sira Institute.
British Electrical and Allied Manufacturers' Association.
Electronics Components Centre.
Business Equipment Trades Association 2 JV's.
Birmingham Engineering and Building Centre 2 JV's.
Mrs C. Miller ext. 7203). Cut off date passed.

CASABLANCA: International Trade Fair. April/May 1979. Small British Pavilion manned jointly by the British Consulate General Casablanca and British Chamber of Commerce for Morocco. R. F. M. Impey ext. 602. Cut off date not applicable.

EAST BERLIN: British Technical Week. 7-14 May 1979. Seminar/Symposium with London Chamber of Commerce. S. j. Seaman ext. 7104. Cut off date not yet arranged.

BUDAPEST: International Spring Fair. 23-31 May 1979. The Department of Trade will organise a British pavilion at this event. H. M. Giles ext. 7213. Cut off date passed.

EAST BERLIN: British Technical Week. May 1979. Seminar/Symposium with London Chamber of Commerce. S. J. Seaman 7104. Cut off date not yet arranged.

LISBON: International Fair (FIL). 1-10 June 1979. Joint venture with Birmingham Engineering and Building Centre. Ms P. Norfield ext. 7092. Cut off date passed.

POZNAN: International Trade Fair. 10-19 June 1979. The Department of Trade may organise a British pavilion at this event. B. G. Rice ext. 7246. Cut off date passed.

TEL AVIV: International Trade Fair (Capital goods) (Technology '79). 19-26 June 1979. Joint ventures with:
The Machine Tool Trades Association.
Scientific Instrument Manufacturers' Association.
P. Crowe ext. 571. Cut off date passed.

DAMASCUS: International Trade Fair. 4-23 July 1979. The Department of Trade may organise a British pavilion. R. F. M. Impey ext. 602. Cut off date passed.

WELLINGTON: World Trade Fair. 21 August-2 September 1979. Information stand. Miss L. E. Novell ext. 7204.

FRANKFURT: International Trade Fair (Autumn). 26-29 August 1979. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date not yet arranged.

LEIPZIG: International Autumn Fair. 2-9 September 1979. Joint venture with Society of Motor Manufacturers' Traders and Government Information Stand. B. G. Rice ext. 7246. Cut off date 16.2.79.

PLOVDIV: International Trade Fair. 3-10 September 1979. The Department of Trade may organise a British pavilion. H. Giles ext. 7213. Cut off date passed.

ALGIERS: International Trade Fair. 5-21 September 1979. the Department of Trade may organise a British Pavilion. R. F. M. Impey ext. 602. Cut off date passed.

TEHRAN: International Trade Fair. September 1979. the Department of Trade may organise a British Pavilion. R. F. M. Impey ext. 602. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September-October 1979. Joint venture with appropriate trade association. R. F. M. Impey ext. 602. Cut off date not yet arranged.

BAGHDAD: International Fair. 1-15 October 1979. the Department of Trade may organise a British Pavilion. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

BUCHAREST: International Technical Exhibition (Technoexpo). October 1979. The Department of Trade may organise a British Pavilion. H. Giles ext. 7213). Cut off date not yet arranged.

1980

VALENCIA (VENEZUELA): International Industrial Trade Fair. 1980. The Department of Trade may organise a British Pavilion at this event. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

SYDNEY: Australia's International Consumer Goods Exhibition (Consumer '80). 11-16 February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

FRANKFURT: International Trade Fair (Spring). March 1980. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date not yet arranged.

HANOVER: Hanover Fair. April 1980. Official Information Office and joint ventures with appropriate trade associations. Mrs C. Miller ext. 7203. Cut off date 1.8.79.

LISBON: International Fair (FIL). June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

FRANKFURT: International Trade Fair (Autumn). August 1980. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date not yet arranged.

MELBOURNE: Centenary International Exhibition. 24 September-5 October 1980. The Department of Trade may organise a British Pavilion at this event. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Agriculture, forestry, fishing and agricultural machinery

1979

PARIS: 50th International Agricultural Machinery Exhibition (SIMA). 4-11 March 1979. Joint venture with Agricultural Engineers' Association. Miss H. Goldberg ext. 7205. Cut off date passed.

PARIS: International Poultry Exhibition. 4-11 March 1979. Joint venture with British Agricultural Export Council. F. Sullivan ext. 7211. Cut off date passed.

PARIS: International Agricultural Exhibition. 4-11 March 1979. Joint venture with British Agricultural Export Council. F. Sullivan ext. 7211. Cut off date passed.

VERONA: International Agricultural Fair. 10-18 March 1979. Trade Information Stand manned by the Potato Marketing Board. P. Crowe ext. 571. Cut off date not applicable.

REGGIO EMILIA: Pig Fair. 28 April-1 May 1979. Joint venture with National Pig Breeders Association. P. Crowe ext. 571. Cut off date passed.

NOVI-SAD: International Agricultural Exhibition. 11-20 May 1979. Joint venture with British Agricultural Export Council. Miss H. Goldberg ext. 7205. Cut off date passed.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (Ligna). 23-29 May 1979. Joint venture with the Machine Tool Trades Association. Miss S. J. Parkes ext. 7045. Cut off date passed.

HANOVER: International Exhibition of Poultry and Pig Production. 20-23 June 1979. Joint venture with British Agricultural Export Council. Miss S. Parkes ext. 7045. Cut off date passed.

SINGAPORE: International Forestry, Timber Processing and Woodworking Exhibition (WOOD '79). 16-20 July 1979. Joint venture with Birmingham Engineering and Building Centre. R. D. Chapman ext. 7097. Cut off date not yet arranged.

HOKKAIDO: Agricultural Machinery Exhibition (Obihiro). August 1979. Joint venture with Agricultural Engineers Association. J. Ackroyd ext. 7317. Cut off date not yet arranged.

SEATTLE: Commercial Fishing Exhibition. 24-27 October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

TORONTO: Canada Farm Show. January-February 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date August 1979.

PARIS: International Agricultural Machinery Exhibition (SIMA). March 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

PARIS: International Agricultural Exhibition. March 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: International Agricultural Exhibition. March 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

VERONA: International Agricultural Fair. March 1980. A Trade Information Stand may be organised. P. Crowe ext. 571. Cut off date not applicable.

REGGIO EMILIA: International Pig Fair. April-May 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date not yet arranged.

COPENHAGEN: 9 World Fishing Exhibition. 2-9 June 1980. Joint venture with appropriate Trade Association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

LJUBLJANA: International Timber Fair. June 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Aircraft and aeronautical equipment

1979

PEKING: Aerospace Exhibition. Appropriate trade association. J. Ackroyd ext. 7317. Cut off date not yet known.

PARIS: 33rd International Aeronautics and Space Exhibition. 9-17 June 1979. Joint venture with Society of British Aerospace Companies Ltd. Miss H. Goldberg ext. 7205. Cut off date passed.

NICE: International Airport Construction and Equipment Exhibition. 15-18 October 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Books and periodicals

1979

CAIRO: International Book Fair. 25 January-4 February 1979. Joint venture with the Book Development Council. C. M. Lyndsell ext. 7314. Cut off date passed.

BOLOGNA: International Book Fair for Children and Youth. 31 March-3 April 1979. Joint venture with the Book Development Council. P. Crowe ext. 571. Cut off date passed.

JERUSALEM: International Book Fair. 19-25 April 1979. Joint venture with the Book Development Council. P. Crowe ext. 571. Cut off date passed.

WARSAW: International Book Fair. 16-21 May 1979. Joint venture with Book Development Council. B. G. Rice ext. 7246. Cut off date passed.

LOS ANGELES: Annual Convention and Exhibition of the American Booksellers Association. 26-30 May 1979. Joint venture with Book Development Council. Miss L. E. Novell ext. 7204. Cut off date passed.

HONOLULU: Special Libraries Association Congress. Conference: 9-14 June 1979. Exhibition: 10-13 June 1979. Joint venture with Association of Learned and Professional Society Publishers. Miss L. Novell ext. 7204. Cut off date passed.

MOSCOW: International Book Fair. 4-10 September 1979. Joint venture with Book Development Council. H. Giles ext. 7213. Cut off date 1.6.79.

FRANKFURT: International Book Fair. 10-15 October 1979. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

1980

BOLOGNA: International Book Fair for Children and Youth. April 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.11.79.

CHICAGO: Annual Convention and Exhibition of the American Booksellers Association. 7-11 June 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

USA: Special Libraries Association Congress. June 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

FRANKFURT: International Book Fair. 8-13 October 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

Building, public works and construction equipment

1979

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw). 9-18 February 1979. Joint venture with Building Materials Export Group. Miss H. Goldberg ext. 7205. Cut off date 30.6.78.

COPENHAGEN: The Scandinavian Building Exhibition (Building for Billions). 24 February-4 March 1979. Joint venture with Building Materials Export Group. Miss W. J. Titley ext. 7207. Cut off date passed.

HONG KONG: International Building Exhibition (IBEX '79). 9-12 May 1979. Joint venture with Building Centre Group. A. G. Campbell ext. 7011. Cut off date passed.

TOKYO: British Export Marketing Centre (Construction Equipment and Materials Exhibition). 29 May-2 June 1979. Sponsored by the Building Centre Group.
Contact D. Clayton tel. 01-637 1022/1197.
R. Grindley ext. 360. Cut off date passed.

SINGAPORE: 2nd International Exhibition of Materials Handling and Construction Machinery (IMAC '79). 25-29 June 1979. Joint venture with the Birmingham Engineering Building Centre. R. D. Chapman ext. 7097. Cut off date passed.

SINGAPORE: 2nd International Construction Equipment and Public Works Exhibition (Conpex Asia '79). 25-29 June 1979. Joint venture with the Birmingham Engineering and Building Centre. R. D. Chapman ext. 7097. Cut off date passed.

TOKYO: Japan Heatex/Building Exhibition. 1-5 September 1979. Joint venture with Building Materials Export Group. R. Grindley ext. 360. Cut off date not yet arranged.

CAIRO: International Exhibition of Building and Construction Equipment and of Furniture and Woodworking Machinery (Interbequip). 11-20 October 1979. Joint venture with Building Materials Export Group. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

PARIS: International Building Exhibition (Batimat). 16-25 November 1979. Joint venture with Building Materials Export Group. F. Sullivan ext. 7211. Cut off date passed.

1980

MUNICH: International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU). 16-22 January 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

JEDDA: Middle East Construction Exhibition and Conference. 20-26 January 1980. Joint venture with appropriate trade association. G. M. Lyndsell ext.7314. Cut off date not yet arranged.

USA: World of Concrete Exposition. January 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

USA: National Association of Home Builders Exposition. January 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

TORONTO: Construction Show. 19-21 February 1980. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

BRUSSELS: International Building Materials Exhibition (Batibouw). February 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

MUNICH: International Construction Machinery Fair (Bauma). 10-16 April 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

HELSINKI: International Building Fair (Finnbuild '80). April 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

PARIS: 12th International Public Works and Building Exhibition (Expomat). May 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Chemicals and allied industries, including plastics

1979

HOUSTON: Petrochemical and Refining Exhibition (Petro-Expo). 2-5 April 1979. Joint venture with CBMPE. R. D. Chapman ext. 7097. Cut off date passed.

CHICAGO: National Plastics Exposition. 18-22 June 1979. Joint venture with Birmingham Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date passed.

TORONTO: 11th International Congress of Biochemistry. 8-14 July 1979. Joint venture with British Laboratory Ware Association. R. D. Chapman ext. 7097. Cut off date passed.

DUSSELDORF: International Fair for the Plastics Industry (Kunststoffe). 10-17 October 1979. Joint venture with British Plastics Federation. Mrs C. Miller ext. 7203. Cut off date passed.

NEW YORK: Exposition of Chemical Industries. 3-6 December 1979. Joint venture with Birmingham Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date passed.

1980

MUNICH: International Exhibition and Congress for Bio-Chemical and Instrumental Analysis (Analitica). 28 April-2 May 1980. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

PHILADELPHIA: Chemical Plant Equipment Exposition. 5-8 May 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

BRATISLAVA: International Chemical Exhibition (Incheba 1980). June 1980. Joint venture with appropriate trade association. B. G. Rice ext. 7246. Cut off date not yet arranged.

TORONTO: Plastics Show of Canada. 16-20 October 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

Clothing

1979

PARIS: Knitting Industries Exhibition. 3-6 February 1979. Joint venture with British Knitting Export Council. F. Sullivan ext. 7211. Cut off date passed.

PARIS: European Menswear Exhibition (SEHM) Spring Edition. 3-6 February 1979. Joint venture with 1. Clothing Export Council 2. British Menswear Guild. F. Sullivan ext. 7211. Cut off date passed.

PARIS: Children's Fashion Wear Exhibition. 3-6 February 1979. Joint venture with National Childrens Wear Association. F. Sullivan ext. 7211. Cut off date passed.

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BMT

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

NEW YORK: European Fashion Fair. 4-7 March 1979. Joint venture with British Knitting Export Council. J. E. Henderson ext. 318. Cut off date passed.

DUSSELDORF: International Fashion Trade Fair (Igedo). 11-14 March 1979. Joint venture with the Clothing Export Council. Miss M. E. Price ext. 225. Cut off date passed.

COPENHAGEN: 27th Scandinavian Fashion Week. 15-18 March 1979. Joint venture with Clothing Export Council. Miss W. J. Titley ext. 7207. Cut off date passed.

NEW YORK: International Fur Fair. 18-21 March 1979. Joint venture with Clothing Export Council. J. E. Henderson ext. 318. Cut off date passed.

MILAN: Milanovendemoda Fashion Show. 23-27 March 1979. Joint venture with the Clothing Export Council. P. Crowe ext. 571. Cut off date passed.

STOCKHOLM: Fashion Fair. 24-27 March 1979. Joint venture with Clothing Export Council. Miss W. J. Titley ext. 7207. Cut off date passed.

NEW YORK: National Association of Men's Sportswear Buyers Show (Namsb). 25-28 March 1979. Joint venture with Clothing Export Council. J. E. Henderson ext. 318. Cut off date passed.

MUNICH: International Fashion Week. 1-5 April 1979. Joint venture with the Clothing Export Council. Mrs J. Collings ext. 7201. Cut off date passed.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). 7-11 April 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date passed.

DUSSELDORF: International Fashion Trade Fair (Igedo). 22-26 April 1979. Joint venture with Clothing Export Council. Miss S. J. Parkes ext. 7045. Cut off date passed.

COLOGNE: International Men's Fashion Week. 24-26 August 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session). 8-11 September 1979. Joint venture with appropriate trade associations. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: Children's Fashion Exhibition. 8-11 September 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). 9-12 September 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date 31.5.79.

DUSSELDORF: International Fashion Trade Fair (Igedo). 9-12 September 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date 31.5.79.

COPENHAGEN: International Fashion Fair. 13-16 September 1979. Joint venture with appropriate trade association. Miss W. J. Titley. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. 23-26 September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

MILAN: Milanovendemoda Fashion Show. 28 September-2 October 1979. Joint venture with the Clothing Export Council. P. Crowe ext. 571. Cut off date 20.5.79.

COLOGNE: International Fair for the Child. 12-14 October 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing. 13-17 October 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo). 27-31 October 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date 30.6.79.

NEW YORK: National Association of Men's Sportswear Buyers Show (Namsb). 28-31 October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). October 1979. Joint venture with The Leather Institute. J. E. Henderson ext. 318. Cut off date 19.2.79.

1980

PARIS: European Menswear Exhibition (SEHM). February 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: Knitting Industries Exhibition. February 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: Childrens Fashionwear Exhibition. February 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

COPENHAGEN: 29th Scandinavian Fashion Week. 13-16 March 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. March 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo). March 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

DUSSELDORF: International Fashion Fair (Igedo). April 1980. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). April 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

COPENHAGEN: 30th Scandinavian Fashion Week. September 1980. Joint venture with appropriate trade association. Miss W. J. Titley. Cut off date not yet arranged.

PARIS: Children's Fashion Exhibition. September 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). September 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session). September 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). October 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo). October 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Display and shop equipment

1979

PARIS: International Shop Fitting and Trade Equipment Exhibition (Equip-Mac). 25-29 October 1979. Joint venture with appropriate trade association. Miss H. Coldberg ext. 7205. Cut off date not yet arranged.

Engineering, electrical and electronic, including radio and television

1979

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition (Nepcon West). 27 February-1 March 1979. Joint venture with Westminster Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date passed.

WIESBADEN: International Exhibition and Conference on Automatic Test Equipment (ATE). 20-22 March 1979. Joint venture with Electronic Engineering Association. J. A. Irving ext. 690. Cut off date passed.

PRAGUE: 7th International Exhibition of Photographic, Film, Sound and Television Equipment and Material. Interkamera 79 Exhibition. 21-27 March 1979. Joint venture with the Association of British Manufacturers of Photographic, Cine and Audio-Visual Equipment (BPEG). B. G. Rice ext. 7246. Cut off date passed.

DALLAS: National Association of Broadcasters Convention and Exhibition (NAB 79). 25-28 March 1979. Joint venture with Electronic Engineering Association. R. D. Chapman ext. 7097. Cut off date passed.

PARIS: Festival Du Son. 4-11 March 1979. Joint venture with Federation of British Audio. F. Sullivan ext. 7211. Cut off date 29.1.79.

BRUSSELS: Audio Engineering. 13-16 March 1979. Joint venture with Association of Professional Recording Studios Ltd. F. Sullivan ext. 7211. Cut off date passed.

PARIS: Exhibition of Electronic Components. 2-7 April 1979. Joint venture with the Electronic Components Industries Federation. F. Sullivan ext. 7211. Cut off date passed.

CANNES: International Television Programme Market (MipTv). 20-26 April 1979. Joint venture with the Film Production Association of Great Britain. Miss M. Goldberg ext. 7205. Cut off date 6.2.79.

BAHRAIN: Middle East Electronic Communications Show and Conference (Mecom). 23-26 April 1979. British Group with Electronic Engineering Association. G. M. Lyndsell ext. 7314. Cut off date passed.

NEW YORK: Institute of Electrical and Electronic Engineering (Electro '79). 24-26 April 1979. Joint venture with Electronic Engineering Association. R. D. Chapman ext. 7097. Cut off date passed.

SOFIA: 2nd International Specialised Exhibition of Testing Measurement Automation. Electronics "Bulcontrola '79". 7-10 May 1979. Joint venture with The Sira Institute. H. Giles ext. 7213. Cut off date passed.

ATLANTA: National Microfilm Association Annual Convention and Exposition. 8-10 May 1979. Joint venture with Business Equipment Trade association. A. Pearl. Cut off date passed.

BRUSSELS: Computer Peripheral, Small Computer and System Exhibition (Compec). 8-10 May 1979. Joint venture with London Chamber of Commerce. Miss H. Goldberg ext. 7205. Cut off date passed.

MONTREUX: International Television Equipment Exhibition. 27 May-1 June 1979. Joint venture with Electronic Engineering Association. Ms P. Norfield ext. 7092. Cut off date passed.

NEW YORK: National Computer Conference. 4-7 June 1979. Joint venture with Business Equipment Trade Association. A. Pearl ext. 7242. Cut off date passed.

GENEVA: International Miscrocomputers, Minicomputers and Microprocessors Exhibition. 9-12 June 1979. Joint venture with London Chamber of Commerce and Industry. Ms P. A. Norfield ext. 7092. Cut off date passed.

CHICAGO: Consumer Electronics Show. 3-6 June 1979. Joint venture with Federation of British Audio. A. Pearl ext. 7242. Cut off date passed.

SYDNEY: 17th International Electronics Exhibition and Conference (IREE). 27-31 August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BERLIN: International TV & Radio Exhibition. 24 August-2 September 1979. Joint venture with British Radio Equipment Manufacturers Association. J. Irving ext.690. Cut off date passed.

GENEVA: World Telecommunication Exhibition "Telecom". 20-26 September 1979. Joint venture with Electronic Engineering Association. Miss P. A. Norfield ext. 7092. Cut off date passed.

WIESBADEN: Military Electronics (Defence Equipment) Exhibition. 25-27 September 1979. Joint venture with the Electronic Engineers Association. Mrs J. Collings ext. 7201. Cut off date 19.2.79.

SAN FRANCISCO: Western Electronics Show (Wescon). September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1979.

GOTHENBURG: International Electrotechnical Trade Fair (Elfack). 8-12 October 1979. Joint venture with British Electrical and Allied Manufacturers Association. Miss W. J. Titley ext. 7207. Cut off date passed.

VIENNA: International Industrial Electronic Exhibition. 10-13 October 1979. Joint venture with the Scientific Instrument Manufacturers Association. P. Crowe ext. 571. Cut off date 30.4.79.

MOSCOW: 2nd International Exhibition of Equipment for Production and Control of Electronic Devices (Electronmash). 11-21 October 1979. Joint venture with British Electrical and Allied Manufacturers Association. H. Giles ext.7213. Cut off date 23 2.79.

JOHANNESBURGH: 11th Instrumentation, Electronics and Automation Exhibition. 15-19 October 1979. Possible joint venture with appropriate trade association. R. F. M Impey ext. 7314. Cut off date not yet arranged.

SYDNEY: 5th International Electrical, Electronic Engineering, Measurement and Control (Eeemc) Exhibition-Convention. 16-19 October 1979. Joint venture with appropriate trade association. Mrs W. M. MacIver ext. 7093. Cut off date not yet arranged.

CHICAGO: Instrument Automation Conference (ISA). 22-25 October 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date March 1979.

BUDAPEST: International Exhibition of Industrial Electronic and Instrument Production "MIPEL". 23-28 October 1979. Joint venture with appropriate trade association. H. Giles ext. 7213. Cut off date not yet arranged.

MUNICH: Exhibition and Congress for Electronics Production (Productronica). 6-10 November 1979. Joint venture with SIRA Institute. J. Irving ext. 690. Cut off date passed.

1980

PARIS: 15th International Lighting Exhibition. January 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

ZURICH: Semiconductor Equipment and Material Convention 'Semicon-Europa'. March 1980. Joint venture with appropriate trade association. Ms P. A. Northfield ext 7092. Cut off date not yet arranged.

PARIS: Festival Du Son – Audio Exhibition. March 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

ANAHEIM: National Electronic Packaging and Promotion Conference and Exhibition (Napcon West). March 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1979.

PARIS: Exhibition of Electronic Components. April 1980. Joint venture with appropriate trade association. F. Sullivan ext 7211. Cut off date not yet arranged.

BOSTON: Institute of Electrical and Electronic Engineering (Electro '80). April 1980. Joint venture with appropriate trade association. R. D. Chapman ext 7097. Cut off date November 1979.

CANNES: International Television Programme Market (Mip-Tv). April 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

BRUSSELS: Computer Peripheral, Small Computer and System Exhibition. May 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext 7205. Cut off date not yet arranged.

CHICAGO: Summer Consumer Electronic Show. June 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

ANAHEIM: National Computer Conference. June 1980. Joint venture with appropriate trade association. A. Pearl 7242. Cut off date not yet arranged.

WIESBADEN: Military Electronic (Defence Equipment) Exhibition. October 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

NEW YORK: Society of Motion Pictures and T V Engineers Exhibition. October-November 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

Engineering, other

1979

SYDNEY: International Mining Machinery Exhibition. 12-17 February 1979. Joint venture with Association of British Mining Equipment Exporters. Miss L. E. Novell ext. 7204. Cut off date passed.

SAN DIEGO: Gas Turbine Conference and Products Show. 12-15 March 1979. Joint venture with BEAMA. R. D. Chapman ext. 7097. Cut off date passed.

LOS ANGELES: Western Metal and Tool Exposition (Westec). 19-22 March 1979. Joint venture with:
Machine Tool Trades Association
Gauge and Tool Makers Association.
Miss M. Thorogood ext. 7094. Cut off date passed.

WIESBADEN: International Exhibition and Conference on Automatic Test Equipment (ATE). 20-22 March 1979. Joint venture with Electronic Engineering Association. J. A. Irving ext. 690. Cut off date passed.

TORONTO: National Industrial Production Show. 7-11 May 1979. Joint venture with Birmingham Chamber of Commerce and Industry. Miss M. Thorogood ext 7094. Cut off date passed.

SEOUL: British Machine Tool Exhibition. 21-26 May 1979. Sponsor: Machine Tool Trades Association. Contact: D. Bromige (01-402 6671). R. Grindley ext. 360. Cut off date passed.

SEOUL: British Machine Tool Seminar. 21-26 May 1979. Sponsor: Machine Tool Trades Association. Contact: D. Bromige (01-402 6671). R. Grindley ext 360. Cut off date 20.2.79.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (Ligna). 23-29 May 1979. Joint venture with Machine Tool Trades Association. Miss S. J. Parkes ext. 7045. Cut off date passed.

DUSSELDORF: International Foundry Trade Fair (GIFA). 9-15 June 1979. Joint venture with Foundry Equipment and Supplies Association Limited. Mrs C. Miller, ext 7203. Cut off date passed.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Process (Thermprocess '79). 9-22 June 1979. Joint venture with Birmingham Chamber of Commerce and Industry. Mrs C. Miller ext. 7203. Cut off date passed.

DUSSELDORF: International Trade Fair for Metallurgic Technology and Equipment – Metec. 16-22 June 1979. Joint venture with Birmingham Chamber of Commerce and Industry. Mrs C. Miller ext. 7203. Cut off date passed.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association
British Laboratory Ware Association
Scientific Instrument Manufacturers Association
Mrs J. Collings ext. 7201. Cut off date passed.

MELBOURNE: International Engineering Exhibition. 23-28 July 1979. The Department of Trade may organise a British Pavilion at this event. Miss L. E. Novell ext. 7204. Cut off date passed.

TOKYO: Fluid Power International Exhibition. 10-14 September 1979. Joint venture with Association of Hydraulic Equipment Manufacturers. Contact S. J. Brown, tel. J. Ackroyd ext. 7317. Cut off date passed.

BRNO: International Engineering Fair. 12-20 September 1979. Joint venture with appropriate trade association. B. C. Rice ext. 7246. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre. Environmental Engineering Technology Seminar. 18-22 September 1979. Sponsored by the Engineering Industries Association. Contact: W. E. Clayfield tel. 222 2367. R. Grindley ext. 360. Cut off date not yet arranged.

TOKYO: International Chemical Plant Engineering Exhibition. 1-5 October 1979. Joint venture with CBMPE. J. Ackroyd ext. 7317. Cut off date not yet arranged.

MILAN: 3rd International Machine Tool Exhibition (EMO). 10-18 October 1979. Joint venture with Machine Tool Trades Association. P. Crowe ext. 571. Cut off date 28.2.79.

SINGAPORE: The 2nd South East Asian Production Machinery and Engineering Equipment Show (Machine Asia 79). 15-19 October 1979. The Department of Trade will organise a British Pavilion. R. D. Chapman ext. 7097. Cut off date passed.

AMSTERDAM: Eurofinish Exhibition. 16-19 October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

STOCKHOLM: International Technical Fair. 18-24 October 1979. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

ZURICH: 9th International Hydraulics and Pneumatic Exhibition. 29 October-3 November 1979. Joint venture with British Compressed Air Society. Ms P. A. Norfield ext. 7092. Cut off date passed.

USA: Triple Engineering Show. October/November 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

UTRECHT: International Mechanical Handling Exhibition (Invia). 8-15 November 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date not yet arranged.

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board's Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1978, the British Overseas Trade Board supported some 7700 firms exhibiting at 318 trade fairs in 71 countries, and 12 store promotions. In 1978, 252 outward missions were supported and some 3200 firms were helped in that way.

Joint ventures

Under its joint venture scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £15 per sq m of space and shell stand occupied. FOR JOINT VENTURES TAKING PLACE AFTER 1 APRIL 1979, THE CHARGE WILL BE £18 PER SQ METRE. A discount of 50 per cent on these rates will be available to firms for their first two participations at a particular joint venture.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside western Europe, are also eligible for assistance similar to that given under the joint venture scheme towards the costs of representatives' travel and of returning unsold exhibits.

Symposia

In certain circumstances British firms taking part in symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in western Europe, the BOTB provides an official information stand staffed by diplomatic service commercial officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (See also page 15)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

Store promotions

Promotions of British goods involving a substantial volume of new buying are put on by overseas department stores. The BOTB assists the store by providing an agreed contribution towards the store's promotional expenses.

Outward missions

Trade missions to overseas markets are sponsored by a trade association, chamber of commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved outward missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

LIMA: 11th Pacific International Trade Fair (including Technoforest). 14-25 November 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: 7th International Hydraulics and Compressed Air Exhibition (Mecanelem). 3-8 December 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

BOSTON: Southern Plant Engineering Show. December 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

SEOUL: British Industrial Engineering Exhibition. 1980. All British. R. Grindley ext. 360. Cut off date not yet arranged.

BAHRAIN: Middle East Engineering, Light Industry and Plant Maintenance Show. 17-21 February 1980. Possible joint venture with appropriate trade association. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic). February 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

GOTHENBURG: Machine Tools Exhibition (ISM '80). March 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

MILAN: International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (Fluid). March 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.8.79.

LOS ANGELES: Western Metal and Tool Exposition (Westec). March 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

CHICAGO: Plant Engineering and Maintenance Show. April/May 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

CHICAGO: Design Engineering Show. April/May 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

BRUSSELS: International Industrial Equipment Exhibition. May 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

BASLE: International Wire Exhibition. June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

HAMBURG: International Exhibition and Congress for Ship, Machinery and Marine Technology. 23-27 September 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

FRANKFURT: International Dairy Engineering Exhibition. October 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

STOCKHOLM: International Technical Fair. October 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

Foodstuffs, food machinery, hotel and catering equipment

1979

COLOGNE: International Sweets and Biscuits Far (ISM). 29 January-2 February 1979. Joint venture with British Food Export Council. Miss S. J. Parkes ext. 7045. Cut off date passed.

RIMINI: International Hotel, Food and Equipment Fair. 14-21 February 1979. Joint venture with British Food Export Council. P. Crowe ext 571. Cut off date passed.

BRNO: International Food Salon (Salima 79). 21-28 February 1979. Joint venture with London Chamber of Commerce. B. Rice ext. 7246. Cut off date passed.

HAMBURG: International Trade Fair for Hotel Catering and Bakery Trades (Infernorga). 9-14 March 1979. Joint venture with City of Westminster Chamber of Commerce. J. Irving ext. 690. Cut off date passed.

TOKYO: Hoteres and Foodex Exhibition. 12-16 March 1979. Joint venture with British Food Export Council. R. Grindley ext. 360. Cut off date passed.

COPENHAGEN: International Food Fair. 22-27 May 1979. Joint venture with British Food Export Council. Miss W. J. Titley ext. 7207. Cut off date passed.

ATLANTA: National Fancy Food and Confection Show. 3-6 June 1979. Joint venture with British Food Export Council. Miss L. E. Novell ext. 7204. Cut off date passed.

COLOGNE: International Fine Foods and Provisions Exhibition (Anuga). September 1979. Joint venture with British Food Export Council. Miss S. J. Parkes ext. 7045. Cut off date 27.1.79.

MALMO: 9th International Hotel and Restaurant Show (Resta IX). 9-12 October 1979. Joint venture with London Chamber of Commerce. Miss W. J. Titley ext. 7207. Cut off date 28.2.79.

PARIS: International Hotel and Catering Equipment Exhibition. 14-22 October 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

DUBLIN: International Food and Drink Exhibition – 'Ifdex'. 15-19 October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext.7092. Cut off date not yet arranged.

VALENCIA: Venezuela International Food Fair. 26 October-4 November 1979. The Department of Trade may organise a British Pavilion at this event. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (Igeho). 21-27 November 1979. Joint venture with London Chamber of Commerce and Industry. Ms P. A. Norfield ext. 7092. Cut off date passed.

1980

AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition (Horecava). January 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

COLOGNE: International Sweets and Biscuits Fair (ISM). February 1980. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

UTRECHT: International Food Fair. February 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 15.10.79.

RIMINI: International Hotel, Food and Equipment Fair. February 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.9.79.

SINGAPORE: Food Asia. 15-18 April 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

CHICAGO: National Restaurant Hotel Motel Exhibition. May 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

FRANKFURT: International Meat Trade Fair (IFFA). 1-8 June 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

DUSSELDORF: International Bakery Exhibition (IBA). 7-15 June 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

USA: National Fancy Food and Confection Show. June 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: International Hotel and Catering Exhibition. October 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

GOTHENBURG: Hotel and Restaurant Exhibition (Interfood – Interrest '80). 14-17 October 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

FRANKFURT: International Dairy Engineering Exhibition. October 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

Footwear

1979

NEW YORK: National Shoe Fair. 10-13 February 1979. Joint venture with British Footwear Manufacturers Federation J. E. Henderson ext. 318. Cut off date passed.

BOLOGNA: International Shoe and Leather Fair. 9-12 March 1979. Joint venture with British Foodwear Manufacturers Federation. P. Crowe ext. 571. Cut off date passed.

DUSSELDORF: European Footwear Samples Display (GDS). 24-26 March 1979. Joint venture with British Footwear Manufacturers Association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

DUSSELDORF: European Footwear Samples Display (GDS). 22-24 September 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

MILAN: International Footwear Exhibition (Micam). September 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.3.79.

ATLANTIC CITY: Footwear Manufacturing Conference. 20-23 October 1979. Joint venture with Shoe and Allied Trades Research Association. Miss M. Thorogood ext. 7094. Cut off date 1.3.79.

1980

NEW YORK: National Shoe Fair. February 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: European Samples Display (GDS). March 1980. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

BOLOGNA: International Shoe and Leather Fair. March 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.8.79.

MILAN: International Footwear Exhibition (Micam). September 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.3.80.

VIENNA: Shoe Fair (Osmu). September 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 15.5.80.

Furniture, furnishings, household equipment and hardware

1979

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). 7-10 February 1979. Joint ventures with:
Association of Manufacturers of Domestic Appliances.
Birmingham Engineering and Building Centre.
Miss S. J. Parkes ext. 7045. Cut off date passed.

COLOGNE: International Houseware Fair. 8-11 February 1979. Joint venture with: Hardware Manufacturers Association. Miss S. J. Parkes ext. 7045. Cut off date passed.

COLOGNE: International Hardware Fair. 10-13 February 1979. Joint ventures with:
Federation of British Hand Tools Manufacturers
Hardware Manufacturers Association.
Miss W. J. Titley ext. 7207. Cut off date passed.

TORONTO: Canadian Hardware Show. 11-14 February 1979. Joint venture with Birmingham Chamber of Commerce. Miss L. E. Novell ext. 7204. Cut off date passed.

TOKYO: British Export Marketing Centre. (Carpet Seminar). 10-14 April 1979.
Sponsored by British Carpet Manufacturers Association.
Contact G. M. Davidson tel. 01-930 8711.
J. Ackroyd ext. 7317. Cut off date 5.1.79.

TOKYO: British Export Marketing Centre. (Carpet Exhibition). 10-14 April 1979.
Sponsored by British Carpet Manufacturers Association.
Contact M. Davidson tel. 01-930 8711.
J. Ackroyd ext. 7317. Cut off date passed.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. 19-27 April 1979. Joint venture with British Furniture Manufacturers Associations. J. E. Henderson ext. 318. Cut off date passed.

COPENHAGEN: Scandinavian Furniture Fair. 2-6 May 1979. Joint venture with British Furniture Manufacturers' Federated Association. Miss W. J. Titley ext. 7207. Cut off date passed.

TOKYO: British Export Marketing Centre. (Furniture Exhibition). 15-19 May 1979.
Sponsored by British Furniture Manufacturers Exports Ltd.
Contact John Diab tel. 01-724 0857/8.
R. Grindley ext. 360. Cut off date passed.

COLOGNE: International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum). 19-22 May 1979. Joint venture with Birmingham Chamber of Industry and Commerce. Miss S. J. Parkes ext. 7045. Cut off date passed.

PARIS: International Carpet and Floor Coverings Exhibition. 7-11 June 1979. Joint venture with British Carpet Manufacturers' Association. Miss H. Goldberg ext. 7205. Cut off date passed.

PARIS: Exhibition of Interior Furnishings (Paritex). 7-11 June 1979. Joint venture with Wall Covering Manufacturers. F. Sullivan ext. 7211. Cut off date passed.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1979. Joint venture with British Carpet Manufacturers' Association. J. E. Henderson ext. 318. Cut off date passed.

CHICAGO: National Housewares Show. July 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Hardware Show. 13-16 August 1979. Joint venture with:
Hardware Manufacturers Association.
Gardenex.
Federation of British Hand Tool Manufacturers.
Miss L. E. Novell ext. 7204. Cut off date passed.

AUCKLAND: 2nd New Zealand Hardware Show. September 1979. Display of British products through local agents on information stand. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LYONS: International Furniture Exhibition (Meuropam). 6-9 October 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 20.3.79.

VALENCIA: International Furniture Fair. October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (Igeho). 21-27 November 1979. Joint venture with London Chamber of Commerce and Industry. Ms P. A. Norfield ext. 7092. Cut off date passed.

BRUSSELS: International Furniture Show. November 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7092. Cut off date not yet arranged.

TORONTO: International Interior Design Show. November 1979. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 9-13 January 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

COLOGNE: International Furniture Fair. 15-20 January 1980. Joint venture with British Furniture Manufacturers Federated Association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

CHICAGO: National Housewares Show. January 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Floorcoverings Mart. January 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). February 1980. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

COLOGNE: International Houseware Fair. February 1980. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

TORONTO: Canadian Hardware Show. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Home Centre/Home Improvements Congress and Exposition. March 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

HIGH POINT, NORTH CAROLINA. Southern Furniture Exhibition. April 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: Scandinavian Furniture Fair. 7-11 May 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

MILAN: Carpets and Furnishing Textiles Fair (Star). May 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 30.11.79.

PARIS: International Carpets and Floor Covering Exhibition. June 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

CHICAGO: National Housewares Show. July 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Hardware Show. August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BASLE: International Hardware Fair (Interferex). September 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

LYONS: International Furniture Exhibition (Meuropam). October 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Gas and oil extraction and distribution including offshore activities

1979

BAHRAIN: Middle East Oil Show. 25-29 March 1979. The Department of Trade will organise a British Pavilion. G. M. Lyndsell ext. 7314. Cut off date passed.

HOUSTON: 11th Annual Offshore Technology Conference. 30 April-3 May 1979. Joint venture with Association of British Oceanic Industries. R. D. Chapman ext. 7097. Cut off date passed.

TORONTO: 14th World Gas Conference. 27 May-1 June 1979. Joint venture with Society of British Gas Industries. R. D. Chapman ext. 7097. Cut off date passed.

PEKING: British Energy Exhibition. 6-16 June 1979. J. Ackroyd ext. 7317. Cut off date passed.

LAS VEGAS: Society of Petroleum Engineers of the AIME Conference and Exhibition. 23-26 September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1979.

HOUSTON: Gastech LNG/LPG Conference and Exhibition. 13-16 November 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date May 1979.

1980

SINGAPORE: Offshore South East Asia Conference and Exhibition. 26-29 February 1980. Joint venture with CBMPE. R. D. Chapman ext. 7097. Cut off date passed.

DUBAI: Middle East Gas and Petroleum Technology Exhibition. 17-22 March 1980. Possible joint venture with appropriate trade association. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

HOUSTON: 12th Annual Offshore Technology Conference. 5-8 May 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date October 1979.

AMSTERDAM: European Exhibition for Petroleum Technology (Petrotech). May 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

STAVANGER: Offshore North Sea Technology Conference and Exhibition (ONS '80). September 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

Heating and ventilating

1979

PHILADELPHIA: International Air Conditioning, Heating, Refrigerating Exposition. 29 January-1 February 1979. Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association. Miss M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: 10th International Sanitation, Heating and Air Conditioning Exhibition (ISH). 28 March-1 April 1979. Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association (Hevac). J. Irving ext. 690. Cut off date 23.3.78.

PARIS: 6th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima) and 2nd European

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
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British Energy Exhibition
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2-9 June, Bella Centre, Copenhagen

ITF PTE Ltd

1979

Wood '79, International Forestry, Timber Processing and Woodworking Exhibition
16-20 July, World Trade Centre, Singapore

1980

International Laundry & Dry Cleaning and Allied Services Exhibition
28 Jan.-1 Feb., World Trade Centre, Singapore

International Mining, Tunnelling and Quarrying Exhibition
26-30 May, World Trade Centre, Singapore

Foodmach '80, Food Processing and Packaging Exhibition
23-27 June, World Trade Centre, Singapore

Rubberplas '80, International Rubber and Plastics Exhibition
15-19 September, World Trade Centre, Singapore

From 1980, a full programme of exhibitions will be staged in the Korean Exhibition Centre, Seoul.

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UK EXHIBITIONS
Industrial and Trade Fairs Ltd

1979

Imbex '79 International Men's and Boys' Wear Exhibition
18-22 February, Olympia, London

Labex International 79 Laboratory Diagnostics and Medical Instrumentation Exhibition
12-16 March, National Exhibition Centre, Birmingham

Defence Components Expo
24-26 April, Exhibition Centre, Brighton

World Wine Fair
18-28 July, Exhibition Centre, Bristol

Homes Exhibition '79
20 September-6 October National Exhibition Centre, Birmingham

International Carpet Fair
4-7 September, The Exhibition Centre, Harrogate

MAB International Menswear Fair
16-19 September, Earls Court, London

International Welding and Metal Fabrication Exhibition
24-28 September, National Exhibition Centre, Birmingham

Electronics '79, Electronic Components Industry Fair
20-23 November, Olympia, London

Export Services Exhibition
December, National Exhibition Centre, Birmingham

1980

Hotelympia '80 International Hotel and Catering Exhibition
23-30 January, Olympia, London

Imbex '80 International Men's and Boys' Wear Exhibition
17-21 February, Olympia, London

IEA '80 International Instruments Electronics and Automation Exhibition
25-29 February, National Exhibition Centre, Birmingham

Iphex '80 International Pneumatics and Hydraulics Exhibition Incorporating Compressors and Power Transmission Equipment
25-29 February, National Exhibition Centre, Birmingham

Brewex '80 International Brewing, Bottling and Allied Trades Exhibition
17-21 March, National Exhibition Centre, Birmingham

Pakex '80 International Packaging Exhibition
17-21 March, National Exhibition Centre, Birmingham

Communications '80, Communications Equipment and Systems Exhibition
14-18 April, National Exhibition Centre, Birmingham

Hevac '80 International Heating, Ventilating and Air Conditioning Exhibition
19-23 May, National Exhibition Centre, Birmingham

International Materials Handling Exhibition
2-7 June, National Exhibition Centre, Birmingham

World Wine Fair
July, Exhibition Centre, Bristol

MAB International Menswear Fair
September, Earls Court, London

International Carpet Fair
2-5 September, The Exhibition Centre, Harrogate

Ipex '80 International Printing Machinery Exhibition
11-19 September, National Exhibition Centre, Birmingham

Export Services Exhibition
December, National Exhibition Centre, Birmingham

Other events
Interbake — International Bakers' and Confectioners' Exhibition
International Laundry, Cleaning Equipment and Services Exhibition
Interplas '81 — International Plastics and Rubber Exhibition
Natprint — National Printing Machinery Exhibition

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

Exhibition for Refrigeration, Air Conditioning, Air Handling and Drying (Expoclima). 16-21 November 1979. Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association. Miss H. Goldberg ext. 7205. Cut off date passed.

1980

UTRECHT: International Heating and Ventilating Exhibition. March 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 9.8.79.

Horticulture and horticultural equipment

1979

COLOGNE: International Garden Trade Fair. 23-25 September 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date 16.2.79.

Hospital, medical, surgical and dental equipment

1979

OSLO: Nor-Medex '79. 13-17 February 1979. Joint venture with British Health-Care Export Council. Miss W. J. Titley ext. 7207. Cut off date passed.

DUBAI: Middle East Health-Care Exhibition. 24-28 February 1979. Joint venture with British Health-Care Export Council. G. M. Lyndsell ext. 7314. Cut off date passed.

ST LOUIS: 26th Congress of the Association of Operating Room Nurses. 4-9 March 1979. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date passed.

UTRECHT: International Hospital Equipment Exhibition (Medica '79). 5-9 March 1979. Joint venture with British Health-Care Export Council. P. Crowe ext. 571. Cut off date passed.

SINGAPORE: International Medical and Hospital Equipment Exhibition and Conference (Medic Asia '79). 20-24 March 1979. Joint venture with British Health-Care Export Council. R. D. Chapman ext. 7097. Cut off date passed.

MUNICH: German Surgical Society Congress and Exhibition (Chirurgie). 25-28 April 1979. Joint venture with British Surgical Export Group. J. A. Irving ext. 690. Cut off date passed.

ZAGREB: Medicine and Medical Aids Exhibition. 14-20 May 1979. Joint venture with British Surgical Export Group. Miss H. Goldberg ext. 7205. Cut off date passed.

DUSSELDORF: International Hospital Exhibition (Interhospital '79). 15-18 May 1979. Joint venture with British Health-Care Export Council. Miss S. J. Parkes ext. 7045. Cut off date passed.

KARLSRUHE: Trade Fair for Opticians (Optica). 19-22 May 1979. Joint venture with London Chamber of Commerce and Industry. J. A. Irving ext. 690. Cut off date passed.

CAIRO: International Exhibition of Hospital Equipment. 19-28 May 1979. Joint venture with British Health-Care Export Council. G. M. Lyndsell ext. 7314. Cut off date passed.

HOUSTON: International Disabled Exhibition. 2-4 August 1979. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

HAMBURG: 14th European Radiological Congress and Exhibition. 4-8 September 1979. Joint venture with British Electrical and Allied Manufacturers Association. Mrs J. Collings ext. 7201. Cut off date passed.

CHINA: Medical Exhibition. Autumn 1979. British Health-Care Export Council. Contact J. Harris tel. 01-580 7912. A. G. Campbell ext. 7011. Cut off date not yet arranged.

TEL AVIV: International Hospital Equipment Exhibition. 15-19 October 1979. Joint venture with British Health-Care Export Council. P. Crowe ext. 571. Cut off date 20.4.79.

TOKYO: 9th World Congress of Obstetrics and Gynaecology. 26-30 October 1979. Joint venture with British Health-Care Export Council. R. Grindley ext. 360. Cut off date passed.

BRUSSELS: 10th International Exhibition of Medical and Hospital Equipment. October 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

USA: American Society of Anaesthesiologists. October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

HONG KONG: British Medical Association Exhibition. 2-5 November 1979. Joint venture with British Health-Care Export Council. A. G. Campbell ext. 7011. Cut off date not yet arranged.

USA: American Association of Respiratory Therapy. 1-5 December 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

PARIS: National Exhibition of Hospital Equipment. January 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

USA: 27th Congress of the Association of Operating Room Nurses. March 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

USA: Optical Fair. March 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

PARIS: International Exhibition of Optical Goods and Materials. May 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date 24.6.79.

ZURICH: International Trade Fair for Hospital and Medical Equipment (IFAS). October 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Jewellery and giftware

1979

CHICAGO: Gift Show. 28 January-2 February 1979. Joint venture with British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

NEW YORK: International Jewellery Trade Fair. 11-14 February 1979. Joint venture with British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

NEW YORK: Gift Show. 25 February-2 March 1979. Joint venture with Westminster Chamber of Commerce. Miss L. E. Novell ext. 7204. Cut off date passed.

TOKYO: British Export Marketing Centre (Jewellery, Personal Accessories and Leather Goods Exhibition). 27-31 March 1979. Sponsored by Export Council for the British Jewellery and Giftware Federation. Contact J. W. F. McConnell tel. 01-606 2451. J. Ackroyd ext. 7317. Cut off date passed.

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair). 21 April-1 May 1979. Joint ventures with:
Export Council for the British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers Association.
Ms P. A. Norfield ext. 7092. Cut off date passed.

NEW YORK: International Jewellery Trade Show. 21-25 July 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: Gift Show. July-August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: RJA International Jewellery Trade Show and Conference. 11-13 August 1979. Joint venture with Export Council for the British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

LOS ANGELES: 22nd Pacific Jewellery Show. 18-20 August 1979. Joint venture with British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

NEW YORK: Gift Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre. (Housewares/Giftware Exhibition. 4-8 September 1979.
Sponsored by the Hardware Manufacturers Association.
Contact Richard Grier tel. 02403 21431.
J. L. Ackroyd ext. 7317. Cut off date 16.2.79.

PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibitions. (Bijorhca). 6-11 September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 9.2.79.

1980

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibitions. January 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

NEW YORK: International Jewellery Trade Fair. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: Gift Show. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BASLE: Swiss Industries Fair (8th European Watch, Clock and Jewellery Fair). April 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

PARIS: Business Gifts Fair. April 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

NEW YORK: International Jewellery Trade Show. July 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: Gift Show. July/August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: RJA International Jewellery Trade Show. August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorcha). September 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Laundry and allied services

1979

CHICAGO: World Educational Laundering and Cleaning Congress (Clean 79). 23-26 July 1979. Joint venture with Society of Laundry Engineers and Allied Trades. Miss M. Thorogood ext. 7094. Cut off date passed.

Leather, leather goods and fur

1979

OFFENBACH: International Leather Goods Fair. 3-7 March 1979. Joint venture with British Jewellery and Giftware Federation. Mrs. J. Collings ext. 7201. Cut off date not yet arranged.

PIRMASENS: International Fair for Footwear Manufacture (IMS). 4-8 May 1979. Joint venture with:
British Leather Federation.
Shoe and Allied Trades Research Association.
Mrs J. Collings ext. 7201. Cut off date passed.

OFFENBACH: International Leatherware Goods Fair. 6-9 May 1979. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

NEW YORK: International Leather Goods Show. 22-24 May 1979. Joint venture with British Jewellery and Giftware Association. Miss L. E. Novell ext. 7204. Cut off date passed.

PARIS: International Leather Week. 8-11 September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 6.3.79.

1980

PARIS: International Leather Week. September 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Motor vehicles, motor cycles and cycles

1979

CINCINNATI: Motor Cycle and Accessory Trade Show. 17-19 February 1979. Joint venture with CMCA Service Co Ltd. A. Pearl ext. 7242. Cut off date passed.

NEW YORK: International Cycle Show. 18-20 February 1979. Joint venture with Cycle and Motor Cycle Association Service Co Ltd. A. Pearl ext. 7242. Cut off date passed.

DETROIT: Society of Automotive Engineers Exposition and Congress (SAE). 26 February-1 March 1979. Joint venture with Society of Motor Manufacturers and Traders. A. Pearl ext. 7242. Cut off date passed.

LAS VEGAS: Pacific Automotive Show. 28 February-2 March 1979. Joint venture with Society of Motor Manufacturers and Traders. A. Pearl ext. 7242. Cut off date passed.

CHICAGO: Automobile Show. February 1979. Joint venture with Society of Motor Manufacturers and Traders. A. Pearl ext. 7242. Cut off date passed.

TORONTO: Automobile Show. February 1979. Joint venture with Society of Motor Manufacturers and Traders. A. Pearl ext. 7242. Cut off date passed.

MALMO: Motor Show. 3-11 March 1979. Joint venture with Society of Motor Manufacturers and Traders Association. Miss W. J. Titley ext. 7207. Cut off date passed.

GOTHENBURG: International Trade Fair for Garages and Car Repair (Auto '79). 7-11 March 1979. Joint venture with Society of Motor Manufacturers and Traders. Miss W. J. Titley ext. 7207. Cut off date passed.

AMSTERDAM: International Trade Fair for Garage Equipment and Motor Car Parts (Autovak). 26-31 March 1979. Joint venture with Society of Motor Manufacturers and Traders. Ms P. A. Norfield ext. 7092. Cut off date passed.

BELGRADE: International Motor Show. 30 March-8 April 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date passed.

GENEVA: International Exhibition for the Vehicle Industry (Sitev). 15-18 May 1979. Joint venture with Society of Motor Manufacturers and Traders. Ms P. A. Norfield ext. 7092. Cut off date passed.

LOS ANGELES: Imported Automobile Show. May 1979. Joint venture with Society of Motor Manufacturers and Traders. A. Pearl ext. 7242. Cut off date 1.4.79.

FRANKFURT: International Motor Show. 13-23 September 1979. Joint venture with Society of Motor Manufacturers and Traders. J. Irving ext. 690. Cut off date passed.

COPENHAGEN: Auto-Teknik Trade Fair. 27-30 September 1979. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

PARIS: International Motor Accessories. 28 September-5 October 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

MILWAUKEE: Off-Highway Vehicle Equipment Exhibition. September 1979. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

CHICAGO: Automotive Parts and Accessories Association Show (APAA). 30 October-1 November 1979. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

MILAN: International Cycle and Motor Cycle Exhibition. November 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.5.79.

TOKYO: Motor Show. 12 November 1979. Joint venture with Society of Motor Manufacturers and Traders. J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

1980

SALZBURG: International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment (Autozum). January 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 19.7.79.

MONTREAL: International Auto Salon. January 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

DETROIT: Society of Automotive Engineers Expo and Congress. February/March 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

CHICAGO: Automobile Show. February 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

NEW YORK: International Cycle Show. February 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

NEW YORK: Auto Expo. March-April 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

MALMO: Motor Show. March 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

TURIN: International Motor Show. April-May 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 18.10.79.

ST LOUIS: International Electric Vehicle Exposition. 20-22 May 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

GENEVA: International Exhibition for the Vehicle Industry (Sitev). May 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

FRANKFURT: International Exhibition of Automobile Workshop and Garage Equipment (Automechanika). September 1980. Joint venture with Society of Motor Manufacturers and Traders. J. Irving ext. 690. Cut off date not yet arranged.

COLOGNE: International Bicycle and Motor Cycle Exhibition (IFMA). September 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

MILWAUKEE: Off-Highway Vehicle Equipment Exhibition. September 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

LAS VEGAS: International Motorcycle After Market Exposition. October 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

PARIS: International Motor Exhibition. October 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

Music and musical instruments

1979

CHICAGO: National Association of Music Merchants Show. 9-12 June 1979. Joint venture with Association of Musical Instrument Industries. A. Pearl ext. 7242. Cut off date passed.

1980

CANNES: 14th International Record and Music Publishing Market (Midem). January 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: National Association of Music Merchants Show. June 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

Office machinery and equipment

1979

MUNICH: International Congress and Exhibition for Computer Systems and their Application (Systems). 17-21 September 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

PARIS: 30th International Business Machines and Office Equipment (Sicob). 19-28 September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 9.2.79.

HONG KONG: Business Equipment Exhibition. Autumn 1979. Joint venture with appropriate trade association. A. G. Campbell ext. 7011. Cut off date not yet arranged.

CHICAGO: National Office Products Association Show. October 1979. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

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1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

1980

PARIS: International Business Machines and Office Equipment (Sicob). September 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 9.2.79.

COLOGNE: International Office Trade Fair (Orgatechnik). October 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

CHICAGO: National Office Products Association Show. October 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

Packaging machinery and materials, including containers

1979

UTRECHT: International Packaging Exhibition (Macropak). 14-19 May 1979. Joint venture with Institute of Packaging. P. Crowe ext. 571. Cut off date passed.

JOHANNESBURG: International Processing, Packaging, Printing and Distribution Exhibition (Pakprocess). 20-24 August 1979. Joint venture with Institute of Packaging. R. Impey ext. 7314. Cut off date not yet arranged.

ANAHEIM: Western Packaging Show. 18-20 September 1979. Joint venture with Institute of Packaging. R. D. Chapman ext. 7097. Cut off date 28.2.79.

TORONTO: Canadian National Packaging Exposition. 15-17 October 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date March 1979.

BAHRAIN: Middle East Materials Handling Show and Conference. 22-25 October 1979. Joint venture with Birmingham Engineering and Building Centre. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

GOTHENBURG: International Packaging Exhibition (Scanpack). 30 October-4 November 1979. Joint venture with Institute of Packaging. Miss W. J. Titley ext. 7207. Cut off date passed.

OSLO: Materials Handling, Storage and Packaging Exhibition. 20-24 November 1979. Joint venture with appropriate trade association. Miss W. J Titley ext. 7207. Cut off date not yet arranged.

1980

JOHANNESBURG: International Materials Handling Exhibition. 1980. Joint venture with appropriate trade association. R. F. M. Impey ext. 602. Cut off date not yet arranged.

BASLE: International Packaging Exhibition (Swisspack). June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Photographic equipment

1979

PRAGUE: 7th International Exhibition of Photographic, Film, Sound and Television Equipment and Material Exhibition (Interkamera '79). 21-27 March 1979. Joint venture with Association of British Manufacturers of Photographic, Cine and Audio-Visual Equipment (BPEG). B. G. Rice ext. 7246. Cut off date passed.

CHICAGO: Photo Marketing Association Convention. 25-28 March 1979. Joint venture with British Photographic Export Group. A. Pearl ext. 7242. Cut off date passed.

ATLANTA: National Microfilm Association Annual Convention and Exposition. 8-10 May 1979. Joint venture with Business Equipment Trade Association. A. Pearl ext. 7242. Cut off date passed.

PARIS: 34th International Photographic, Cinema and Optical Exhibition. 20-29 October 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

1980

BOSTON: National Microfilm Association Annual Convention and Exposition. May 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

COLOGNE: World Fair Of Photography (Photokina). September 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Pottery and glassware

1980

ATLANTIC CITY: China and Glass Show. January 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Printing, stationery and printing machinery

1979

AMSTERDAM: International Screen Printing Exhibition (FESPA). 25-28 April 1979. Joint venture with Display Producers and Screen Printers Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

MILAN: International Paper and Printing Exhibition (GEC). 19-27 May 1979. Joint venture with British Printing Machinery Association. P. Crowe ext. 571. Cut off date passed.

NEW YORK: Stationery Show. 20-23 May 1979. Joint venture with British Stationery and Office Products Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

BRNO: International Packaging and Printing Exhibition (Embax-Print). 2-7 July 1979. Joint venture with London Chamber of Commerce and Industry. B. Rice ext. 7246. Cut off date passed.

SINGAPORE: International Exhibition of Printing and Packaging-Machinery Exhibition (Printpac-Asia '79). 5-9 November 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date 23.4.79.

1980

ZAGREB: International Fair of Printing and Paper Industry (Intergrafika). March 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: Print '80. International Graphic Arts Exposition. 12-19 April 1980. Joint venture with British Printing Machinery Association. R. D. Chapman ext. 7097. Cut off date passed.

NEW YORK: Stationery Show. May 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

MELBOURNE: Pakprint '80. (Packaging and Printing Exhibition). 2-6 June 1980. Joint venture with British Printing Machinery Association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Scientific instruments and nuclear equipment

1979

HONG KONG: All British Scientific Instruments and Precision Tools Exhibition. 1979. With appropriate sponsors. A. G. Campbell ext. 7011. Cut off date not yet arranged.

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £300 or whatever rate is applicable at the time of the exhibition firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will be able to claim £505 towards the cost of sending each of up to two representatives to man the stands during the exhibition. The centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of approx. £122 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering and simultaneous interpretation. A charge of approx. £12 an hour will be made. Further information on the centre and its facilities can be obtained from Fairs and Promotions Branch (01-248 5757 ext. 663/7317/360).

The programme of exhibitions for 1979 is now complete. The programme of exhibitions for 1980 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757 ext. 614/232).

Official British trade exhibitions February to November 1979

Oceanics and Offshore Equipment Exhibition. 6-10 February 1979. Sponsored by the Association of British Oceanic Industries (M. Armstrong, 01-930 1696/7). FPB contact R. Grindley ext. 360. Cut off date passed.

Education Equipment Exhibition. 20-24 February 1979. Sponsored by the British Educational Equipment Association (J. V. Savage, 01-247 9320). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Jewellery, Personal Accessories and Leather Goods Exhibition. 27-31 March 1979. Sponsored by the Export Council for the British Jewellery and Giftware Federation (J. W. F. McConnell 01-606 2451). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Carpet Exhibition. 10-14 April 1979. Sponsored by the British Carpet Manufacturers Association (G. H. Davidson 01-839 2145). FPB contact J. Ackroyd ext. 7317. Cut off date passed.

Furniture Exhibition. 15-19 May 1979. Sponsored by BFM Exports (J. Diab, 01-724 0857/8). FPB contact R. Grindley ext. 360. Cut off date passed.

Construction Equipment and Materials Exhibition. 29 May-2 June 1979. Sponsored by the Building Centre Group (D. Clayton, 01-637 1022). FPB contact R. Grindley ext. 360. Cut off date passed.

Household Textiles Exhibition. 12-16 June 1979. Sponsored by Household Textiles Association. FPB contact J. L. Ackroyd ext. 7317. Cut off date 16.2.79.

Outdoor Leisure Exhibition. 24-28 July 1979. Sponsored by the Camping Trades Association (R. Saunders, Uxbridge 33372). FPB contact R. Grindley ext. 360. Cut off date passed.

Housewares and Giftwares Exhibition (Provisional). 4-8 September 1979. Sponsored by the Hardware Manufacturers Association (Richard Grier, 02403 21431). FPB contact J. L. Ackroyd ext. 7317. Cut off date 16.2.79.

Environmental Engineering and Technology Exhibition (Provisional). 18-22 September 1979. Sponsored by the Engineering Industries Association (W. E. Clayfield, 01-863 9188). FPB contact R. Grindley ext. 360. Cut off date passed.

Electro-Optics and Laser Exhibition (Provisional). 16-20 October 1979. Sponsored by the SIRA Institute (A. Seatherton, 01-467 2636). FPB contact J. L. Ackroyd, ext. 7317. Cut off date not yet arranged.

Do-It-Yourself and Hobbycraft Equipment Exhibition (Provisional). 13-17 November 1979. Sponsored by the Birmingham Engineering and Building Centre (D. Perkins, 021-643 1914). FPB contact R. Grindley ext. 360. Cut off date not yet arranged.

MOSCOW: International Exhibition of Instruments, Equipment anf Means of Automatisation for Natural Environment and Pollution Sources Control. 28 February-12 March 1979. Joint venture with Scientific Instrument Manufacturers Association. H. Giles ext. 7213. Cut off date passed.

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. 5-9 March 1979. Joint venture with SIMA. R. D. Chapman ext. 7097. Cut off date passed.

DALLAS: Federation of American Societies of Experimental Biology and Conference. 4-8 April 1979. Joint venture with SIMA. R. D. Chapman ext. 7097. Cut off date passed.

SOFIA: Bulcontrola '79. 7-10 May 1979. Joint venture with SIRA Institute. H. Giles ext. 7213. Cut off date passed.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association.
British Laboratory Ware Association.
Scientific Instrument Manufacturers Association.
Mrs J. Collings ext. 7201. Cut off date passed.

MUNICH: Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser '79). 2-6 July 1979. Joint venture with SIRA Institute. Mrs J. Collings ext. 7201. Cut off date passed.

TOKYO: British Export Marketing Centre (Electro Optics and Laser Seminar). 16-20 October 1979.
Sponsored by SIRA Institute.
Contact A. Seatherton tel. 01-467 2636.
J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre (Electro-Optics and Laser Exhibition. 16-20 October 1979.
Sponsored by SIRA Institute Ltd.
Contact A. Seatherton tel. 01-467 2636.
J. L. Ackroyd ext. 7317. Cut off date 16.2.79.

CHICAGO: Instrument Automation Conference (ISA). 22-25 October 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date March 1979.

MUNICH: International Congress and Exhibition for Computer Systems and Their Application (Systems). 22-26 October 1979. Joint venture with Business Equipment Trades Association. J. Irving ext. 690. Cut off date not yet arranged.

PARIS: 7th International Exhibition of Measurement Control Regulation and Automation (Mesucora). 10-15 December 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

1980

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. March 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1979.

ANAHEIM: Federation of American Societies of Experimental Biology and Conference. 14-17 April 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date October 1979.

MUNICH: International Exhibition and Congress for Bio-Chemical and Instrumental Analysis (Analytica). 28 April-2 May 1980. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

DUSSELDORF: International Congress and Exhibition for Instrumentation and Automation (Interkama). October 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Ships and boats

1979

DUSSELDORF: International Boat Show. 20-28 January 1979. Joint venture with Ship and Boat Builders National Federation. Miss W. J. Titley ext. 7207. Cut off date passed.

GOTHENBURG: International Boat Show. 2-11 February 1979. Joint venture with Ship and Boatbuilders National Federation. W. J. Titley ext. 7207. Cut off date passed.

SINGAPORE: Asia Marine 6-9 February 1973. Joint venture with British Marine Equipment Council. R. D. Chapman ext. 7097. Cut off date passed.

TOKYO: British Export Marketing Centre (Oceanic and Offshore Equipment Exhibition). 6-10 February 1979. Sponsored by Association of British Oceanic Industries. Contact M. Armstrong.
R. Grindley ext. 360. Cut off date passed.

MIAMI: International Boat Show. 22-28 February 1979. Joint venture with Ship and Boatbuilders National Federation. J. E. Henderson ext. 318. Cut off date passed.

TOKYO: Oceanic Offshore Equipment Seminar (British Export Marketing Centre). 6-10 February 1979.
Sponsored by Association of British Oceanic Industries.
Contact M. Armstrong.
R. Grindley ext. 360. Cut off date passed.

AMSTERDAM: International Sail and Power Boat Show (Hiswa). 2-11 March 1979. Joint venture with Ship and Boat Builders National Federation. Ms P. A. Norfield ext. 7092. Cut off date passed.

OSLO: Boat Show. 23 March-1 April 1979. Joint venture with Ship and Boat Builders National Federation. Miss W. J. Titley ext. 7207. Cut off date passed.

LENINGRAD: International Specialised Exhibition for Port Transportation and Warehousing Operation. 18-28 September 1979. Joint venture with appropriate trade association. H. Giles ext. 7213. Cut off date 16.2.79.

CHICAGO: Marine Trades Exhibition and Conference. September 1979. Joint venture with appropriate trade association. J. Henderson ext. 318. Cut off date not yet arranged.

HAMBURG: Emtec and International Boat Show. 20-28 October 1979. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

GENOA: International Boat Show. October 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.3.79.

ANNAPOLIS: United States Sailboat Show. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: Boat Show. 10-18 November 1979. Joint venture with appropriate trade association. W. J. Titley ext. 7207. Cut off date not yet arranged.

AMSTERDAM: International Shipbuilding, Marine and Port Equipment Exhibition (Europort). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

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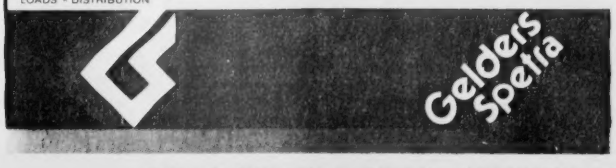

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

1980

PARIS: International Pleasure Boat Exhibition. *January* 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

GOTHENBURG: International Boat Show. 1-10 February 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. *Cut off date not yet arranged.*

STOCKHOLM: International Boat Show. 22 February-2 March 1980. *Joint venture with appropriate trade association.* Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

MIAMI: International Boat Show. *February 1980. Joint venture with appropriate trade association.* J. E. Henderson ext. 318. Cut off date not yet arranged.

OSLO: International Boat and Motor Show. 14-23 March 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. *Cut off date not yet arranged.*

AMSTERDAM: International Sail and Power Boat Show (Hiswa). March 1980. *Joint venture with appropriate trade association.* Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

ROTTERDAM: International Naval Technology Exposition. 3-5 June 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 10.1.80.

ATHENS: International Shipping Exhibition (Posidonia). 5-10 June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

HAMBURG: International Exhibition and Congress for Ship, Machinery and Marine Technology. 23-27 September 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

HAMBURG: Emtec and International Boat Show. 18-26 October 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

GENOA: International Boat Show. October 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.3.80.

Sports goods and camping equipment, including caravans

1979

CHICAGO: National Sporting Goods Association Show. 8-11 February 1979. Joint venture with:
Federation of British Manufacturers of Sports and Games.
Camping Trades Association.
A. Pearl ext. 7242. Cut off date passed.

MUNICH: International Sports Equipment Fair (ISPO). 22-25 February 1979. Joint venture with Federation of British Manufacturers of Sports and Games. J. Irving ext. 690. Cut off date passed.

ESSEN: International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana '79). 7-12 March 1979. Joint venture with British Agricultural Export Council. Mrs J. Collings ext. 7201. Cut off date passed.

INDIA: British Marine Equipment Council, Naval Forum. April 1979. FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre (Outdoor Leisure Equipment Exhibition). 24-28 July 1979. Sponsored by Camping Trade Association of Great Britain. Contact R. Saunders tel. 89-32529. R. Grindley ext. 360. Cut off date passed.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga). September 1979. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

COLOGNE: International Exhibition of Sports Facilities and Bath Installations. 17-20 October 1979. Joint ventures with:
British Lawn Bowl Export Group.
Building Centre Group.
Miss S. J. Parkes ext. 7045. Cut off date passed.

AMSTERDAM: Caravan Exhibition. December 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1980

HOUSTON: National Sporting Goods Association Show. January 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date not yet arranged.

Textiles and textile machinery

1979

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). *15-18 May 1979. Joint venture with* National Wool Textile Export Corporation. J. Irving ext. 690. Cut off date passed.

ATLANTIC CITY: Knitting Arts Exhibition. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. *Cut off date January 1979.*

TOKYO: British Export Marketing Centre (Household Textiles Exhibition). *12-16 June 1979. Sponsored by Household* Textiles Association. Contact F. B. Nelson tel. 061-832 5574. J. L. Ackroyd ext. 7317. Cut off date passed.

ATLANTA: Bobbin Show. 11-14 September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

COLOGNE: International Fair of Clothing Manufacturing Machines (IMB). 26-30 September 1979. Joint ventures with:
Clothing Institute.
British Interlining Manufacturers Association.
Mrs C. Miller ext. 7203. Cut off date passed.

HANOVER: International Textile Machinery Exhibition (ITMA). 2-11 October 1979. Joint venture with British Textile Machinery Association. Miss S. J. Parkes ext. 7045. Cut off date passed.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 9-13 January 1980. Joint ventures with appropriate trade associations. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

FRANKFURT: International Textiles for Clothing Exhibition (Insterstoff). May 1980. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

GREENVILLE, SOUTH CAROLINA: American Textile Machinery Exhibition International (ATME-1). 16-24 October 1980. Joint venture with British Textile Machinery Association. Miss M. Thorogood ext. 7094. Cut off date 16.4.80.

Toys and games

1979

NUREMBERG: International Toy Fair. 1-7 February 1979. Joint venture with British Toy and Hobby Manufacturers Association. J. Irving ext. 690. Cut off date passed.

NEW YORK: American Toy Fair. 18-21 February 1979. Joint venture with British Toy and Hobby Manufacturers Association. A. Pearl ext. 7242. Cut off date passed.

SYDNEY: International Toy and Sporting Goods Trade Fair. 11-14 March 1975. Joint venture with British Toy and Hobby Manufacturers Association. L. E. Novell ext. 7204. Cut off date passed.

1980

NUREMBERG: International Toy Fair. February 1980. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1979

MOSCOW: International Exhibition of Instruments, Equipment and Means of Automatization for Natural Environment and Pollution Sources Control. 28 February-12 March 1979. Joint venture with Scientific Instrument Manufacturers Association. H. Giles ext. 7213. *Cut off date passed.*

AMSTERDAM: International Cleaning and maintenance Exhibition (Interclean). *8-11 May 1979. Joint venture with* British Electrical and Allied Manufacturers Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

TOKYO: British Export Marketing Centre (Environmental Engineering Technology Exhibition). *18-22 September 1979. Sponsored by the* Engineering Industries Association. Contact W. E. Clayfield tel. 222-2367. R. Grindley ext. 360. Cut off date passed.

1980

DUSSELDORF: ITF and Congress for Engineering in Environmental Protection (Envitec). *11-15 February 1980.* Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date 30.6.79.

DUSSELDORF: International Trade Fair for Industrial Cleaning and Works Hygiene (IGB). October 1980. *Joint venture with appropriate trade association.* Mrs C. Miller ext. 7203. Cut off date not yet arranged.

MILAN: Antipollution Exhibition. October/November 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 30.3.80.

Other specialised fairs

1979

AMSTERDAM: International Fire Service Exhibition. 23-27 January 1979. Joint venture with Birmingham Chamber of Industry and Commerce. Ms P. A. Norfield ext. 7092. Cut off date passed.

TOKYO: British Export Marketing Centre (Educational Equipment Exhibition). 20-24 February 1979. Sponsor:
British Educational Equipment Association.
Contact: J. V. Savage tel. 01-247 9320.
J. L. Ackroyd ext. 7317. Cut off date passed.

TOKYO: British Export Marketing Centre (Education Equipment Seminar). 20-24 February 1979. Sponsor:
British Educational Equipment Association. Contact: J. V. Savage tel. 01-247 9320. J. L. Ackroyd ext. 7317. Cut off date passed.

ATLANTA: World Fair for Technology Exchange. 27 February-2 March 1979. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

MONTE CARLO: International Conference and Exhibition on Marine Transportation, Handling and Storage of Bulk Chemicals (Marichem). 6-8 March 1979. Joint venture with CBMPE. Miss H. Goldberg ext. 7205. Cut off date passed.

ESSEN: International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana '79). 7-12 March 1979. Joint venture with British Agricultural Export Council. Mrs J. Collings ext. 7201. Cut off date passed.

DUSSELDORF: European Education Materials Exhibition (17th Didacta). 27-31 March 1979. Joint venture with:
Book Development Council.
British Educational Equipment Association.
Mrs C. Miller ext. 7203. Cut off date passed.

BAGHDAD: 3rd Education Exhibition. 1-7 April 1979. Joint venture with Industrial Council for Educational and Training Technology Ltd. G. M. Lyndsell ext. 7314. Cut off date passed.

CINCINNATI: American Ceramic Society. 29 April-1 May 1979. Joint venture with British Ceramic Plant and Machinery Manufacturers Association. Miss M. Thorogood ext. 7094. Cut off date passed.

PIRMASENS: International Fair for Footwear Manufacture (IMS). 4-8 May 1979. Joint ventures with:
British Leather Federation.
Shoe and Allied Trades Research Association.
Mrs J. Collings ext. 7201. Cut off date passed.

PARIS: 7th International Surface Treatment and Industrial Finishing. 14-19 May 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

KARLSRUHE: Trade Fair for Opticians (Optica). 19-22 May 1979. Joint venture with London Chamber of Commerce and Industry. J. Irving ext. 690. Cut off date passed.

CANNES: Film Festival. May 1979. Information Stand (Trade). F. Sullivan ext. 7211. Cut off date not applicable.

NEW YORK: National Premium Show. May 1979. Possible joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

GENERAL INQUIRIES ON BOTB SUPPORT

Overseas fairs ext. 7447

***Stores promotion** ext. 7090*

Outward missions ext. 7084

HAMBURG: International Transport Exhibition (IVA). 8 *June-1 July 1979. Information display arranged by Fairs and* Promotion Branch. J. Irving ext. 690.

***DUSSELDORF: 3rd International Trade Exhibition for* Industrial Furnaces and Thermic Production Process (Thermprocess '79).** 9-22 June 1979. Joint venture with Bir*mingham Chamber of Commerce and Industry.* Mrs C. Miller ext. 7203. Cut off date passed.

***FRANKFURT: Chemical Engineering, Exhibition and Con*gress (Achema).** 17-23 June 1979. Joint ventures with:
Process Plant Association.
British Laboratory Ware Association.
Scientific Instrument Manufacturers Association.
Mrs J. Collings ext. 7201. Cut off date passed.

BATON ROUGE, LOUISIANA: Annual Exhibition of Education Resources. 24-27 June 1979. Joint venture with Engineering Teaching Equipment Manufacturers Association. A. Pearl ext. 7242. Cut off date passed.

BASLE: International Art Fair. June 1979. Joint venture with appropriate trade association. Miss P. Norfield ext. 7092. Cut off date not yet arranged.

SYDNEY: Australia International Education Exhibition. 17-20 July 1979. Joint venture with Industrial Council for Educational and Training Technology Ltd. Miss L. E. Novell ext. 7204. Cut off date passed.

CHICAGO: National Material Handling Show. 10-13 September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

ISTANBUL: International Mining Congress and Exhibition. 15-22 September 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date passed.

KANSAS CITY. International Association of Firechiefs Annual Conference. 16-20 September 1979. Joint venture with London Chamber of Commerce. Miss M. Thorogood ext. 7094. Cut off date 10.2.79.

PARIS: Europrotection. 18-21 September 1979. Joint venture with London Chamber of Commerce. F. Sullivan ext. 7211. Cut off date 9.2.79.

CHINA: Educational Equipment Exhibition. September 1979. Joint venture with appropriate trade association. A. G. Campbell ext. 7011. Cut off date not yet arranged.

UTRECHT: International Security Exhibition (Security). 15-19 October 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.4.79.

BOSTON: Inter-Glass Metal. 19-21 October 1979. Joint venture with Glass Manufacturers Federation. Miss M. Thorogood ext. 7094. Cut off date passed.

TORONTO: Annual Convention and Exhibition of the Wire Association of America. 21-25 October 1979. Joint venture with International Wire and Machinery Association. Miss M. Thorogood ext. 7094. Cut off date 30.3.1979.

DUSSELDORF: International Art Fair (IKM). October 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

HELSINKI: International Technical Fair (Finntech '79/Elkom '79). 6-10 November 1979. Joint venture with Electronic Engineering Association. Miss W. J. Titley ext. 7207. Cut off date 28.2.79.

DUSSELDORF: Industrial Safety and Factory Hygiene Exhibition and Congress. 13-17 November 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date 1.4.79.

TOKYO: British Export Marketing Centre (Do-It-Yourself and Hobbycraft Equipment Exhibition). 13-17 *November 1979.*
Sponsored by Birmingham Engineering and Building Centre.
Contact: D. W. Perkins tel. 021-643 1914.
R. Grindley ext. 360. Cut off date not yet arranged.

NEW ORLEANS: IAAPA Outdoor Amusement and Souvenir ***Novelty Exposition.*** *November 1979. Joint venture with appropriate trade association.* A. Pearl ext. 7242. Cut off date not yet arranged.

LENINGRAD: All British Exhibition and Seminar 'Brit*nauchpribor '79'.* *27 November-6 December 1979. Jointly* sponsored with Scientific Instrument Manufacturer's Association. H. Giles ext. 7213. Cut off date passed.

1980

DUBLIN: International Education and Training Exhibition and Conference (ETEX). 1980. Joint venture with appropriate *trade association. Ms P. A. Norfield ext. 7092. Cut off date not* yet arranged.

TOKYO: Aids to Navigation Show. *1980. Joint venture with* appropriate trade association. J. Ackroyd ext. 7317. Cut off date not yet arranged.

UTRECHT: Exhibition of Material and Equipment for use in Leisure Activities (Kreatief). January 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.7.79.

USA: World Fair for Technology Exchange. February/March 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

DUBAI: Middle East Education Exhibition. 3-6 March 1980. Possible joint venture with appropriate trade association. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

BASLE: International Powder Technology and Bulk Solids Exhibition and Conference (Powtech). 5-8 March 1980. Joint venture with Process Plant Association. Ms P. A. Norfield ext. 7092. Cut off date 23.4.79.

PIACENZA: International Button Fair. April 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.10.79.

MYRTLEFORD: Forest Industries Machinery Exposition (FIME). April 1980. Joint ventures with appropriate trade associations. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

UTRECHT: VAT Subcontractors Exhibition. April 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 30.8.79.

USA: American Ceramic Society Meeting. April 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

WIESBADEN: International Trade Fair for Pet Supplies (Interzoo). 2-4 May 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

CHICAGO: American Coal Show. 5-8 May 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1979.

COPENHAGEN: 9th World Fishing Exhibition. 2-9 June 1980. Joint venture with appropriate trade association. Miss W. J. Titley ext. 7207. Cut off date not yet arranged.

BASLE: International Art Fair. June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

SEOUL: Metal Working Industries Exhibition. June 1980. All British. R. Grindley ext. 360. Cut off date not yet arranged.

JOHANNESBURG: 2nd International Training and Education Exhibition (instructa). 10-16 July 1980. Joint venture with Industrial Council for Educational and Training Technology. R. F. M. Impey ext. 602. Cut off date not yet arranged.

LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair. September 1980. Joint ventures with appropriate trade associations. Miss L. E. Novell ext. 7204. Cut *off date not yet arranged.*

DUSSELDORF: International Trade Fair for Industrial ***Cleaning and Works Hygiene (IGB).*** October 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

KORTRIJK: International Biennial of Interior Design (Interior '80). October 1980. Joint venture with appropriate *trade association. F. Sullivan ext. 7211. Cut off date not yet* arranged.

NEW ORLEANS: IAAPA Outdoor Amusements and **Souvenir Novelty Expo.** November 1980. Joint venture with appropriate trade association. A. Pearl ext. 7242. Cut off date *not yet arranged.*

2

STORE PROMOTIONS

Where BOTB support is planned or under consideration

BOTB contact for all Store Promotions: T. G. Webb, tel. 01-248 5757 ext. 7090 or ext. 7183.

1979

DOHA: 17 February-1 March 1979. The Centre. Mr Tim Dudman, Director, Market Development Overseas Ltd, 58 Beauchamp Place, London SW3 1NZ, 01-584 4740/6799.

MELBOURNE: 17 February-2 March 1979. Myer. Contact Mr F. W. Stevens, Myers, Melbourne House, 8/12 Brook Street, London W17 2AN, 01-499 1543.

HALIFAX: Mid April 1979. Sobeys (Food Promotion). Mr F. J. Hickey, Vice-president, Sobeys Stores Ltd, 115 King Street, Stellarton, Nova Scotia, Box 150.

TEL AVIV: May 1979. Supersol Ltd, 35 Stores. Mr G. Rogers, Portman (Wholesale and Overseas) Ltd, 40 Duke Street, London W.1, 01-629 8805.

HANKYU: Autumn 1979. Department Stores. Mr Y. Uzaki, Hankyu London Buying Office, The Adelphi, John Adam Street, London WC2N 6BD, 01-930 9621.

BANGKOK: Autumn 1979. Central Department Store Co. Ltd.

PARIS: September/October 1979. Au Printemps SA. 30 stores. 65 boulevard Haussmann, Paris 9e.

TOKYO: October 1979 (2 weeks). Mitsukoshi Department Store Promotion. Mr M. Kumada. Mitsukoshi (UK) Ltd, 5th Floor, Kent House, 87 Regent Street, London W1R 8NB, 01-437 6346.

DALLAS, TEXAS: October 1979 (2 weeks). Neiman Marcus (Speciality stores) Contact Mr Godfrey Jenkins, Gimbel Brothers, Elsley House, 24-30 Great Titchfield Street, London W1P 8ED, 01-637 3931.

BRITISH COLUMBIA: Late summer 1979. Kelly Douglas and Co. Ltd, 102 stores. 4700 Kingsway, Burnaby, British Columbia.

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10-14	International Home Furnishing Textile Fair — HEIMTEX	FRANKFURT	2
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11-15	International Lighting Exhibition	PARIS	4
13-18	Ready to Wear Festival	HONG KONG	5
14-18	International Jewellery, Silverware, Clocks and Watches Exhibition — BIJORHCA	PARIS	6
15-18	National Housewares Exhibition	CHICAGO	7
17-21	German Furniture Fair	COLOGNE	8
20-28	International Boat Show — BOOT	DUSSELDORF	9
23-27	World Railways Engineering Exhibition	BASLE	10
26-2/02	International Toy Fair	MILAN	11
27-4/02	Greater New York Automobile Show	NEW YORK	12
28-31	National Sporting Goods Association Show	CHICAGO	13
29-2/02	International Sweets and Biscuits Fair — ISM	COLOGNE	14
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1-7	International Toy Fair	NUREMBERG	16
2-5	International Stationery Show — SIPPA	PARIS	17
3-6	Childrens Fashion Fair — PITTI BIMBO	FLORENCE	18
3-6	European Menswear Show — SEHM	PARIS	19
3-6	Childrens Fashion Show — MODE ENFANTINE	PARIS	20
3-7	International Confectionery, Chocolate & Biscuit Trade Exhibition — INTERSUC	PARIS	21
7-10	International Trade Fair for Large Household Apparatus & Electrical Appliances — DOMOTECHNICA	COLOGNE	22
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4-11	International Agricultural Machinery Show — SIMA
7-12	International Exhibition of Equestrian Sport & Leisure Riding — EQUITANA
9-11	International Trade Fair for Children & Young People
9-12	International Shoe & Leather Fair — MODACALZATU
9-14	International Trade Exhibition for Hotels, Catering, Bal & Confectioners — INTERNORGA
15-18	Scandinavian Fashion Week
16-19	International Trade Fair for Hunting & Sporting Arms, for Hunting & Fishing
24-26	International Footwear Trade Fair — GDS
31-3/04	Childrens Book Fair
31-3/04	Ladies Fashion Show — PITTI DONNA
31-9/04	International Bakery & Confectionery Trade Fair — EU
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7-11	International Ladies Ready to Wear Clothing Exhibitio — PRET-a-PORTER
15-20	International Hardware & Small Machine Tools Exhibi — HARDTOOLS ASIA
18-26	Hanover Fair
20-27	International Consumer Goods Fair
22-26	International Fashion Trade Fair — IGEDO
25-29	International Fur Trade Fair
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2-6	Scandinavian Furniture Fair
3-6	Shoe Machinery Show — SIMAC
4-8	International Footwear Manufacturing Fair
8-11	International Cleaning & Maintenance Exhibition — IN
9-13	International Dental Trade Fair — EXPODENTAL
14-19	International Surface Treatment & Industrial Finishing
15-18	Trade Fair for Clothing Textiles — INSTERSTOFF
15-19	International Hospital Exhibition — INTERHOSPITAL
18-22	Furnishing, Carpets & Furniture Textile Fair — STAR
19-22	International Fair for Accessories, Equipment & Mate Furniture Production, Interior Decoration & Furnishi — INTERZUM
19-22	International Trade Fair for Optometry — OPTICA
19-27	International Exhibition for the Printing, Publishing an Industries — GEC
20-23	Stationery Show
22-27	International Food Fair
23-29	International Trade Fair for Woodworking Machines -
26-30	Annual Convention & Exhibition of the American Boo Association
JUNE	
9-12	National Association of Music Merchants' Show
9-15	International Foundry Fair — GIFA
9-22	International Trade Fair of Industrial Heating Process — THERMPROCESS
16-22	International Exhibition & Congress for Metallurgical Equipment & Technology — METEC
18-22	National Plastics Exposition
JULY	
29-03/08	Gift Show
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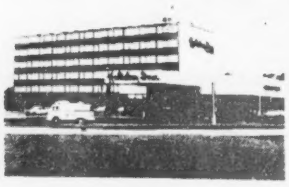
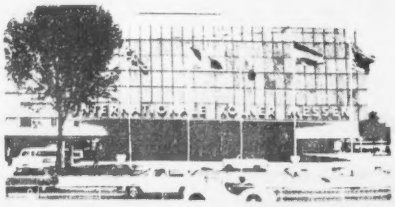
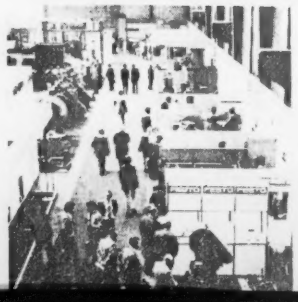
13-16	National Hardware Show
24-26	International Men's Fashion week







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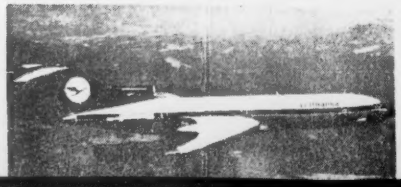

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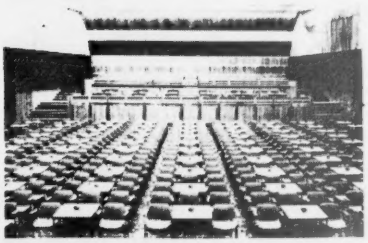

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INWARD MISSIONS

Overseas visitors bureau contact for general enquiries relating to inward missions: S. H. Moger, 01-248 5757 ext. 463.

ALREADY ARRANGED

Global, February 1979: Editors to IMBEX '79. Clothing Manufacturers Association. (B. Morris 01-437 1622).

UNDER CONSIDERATION

West Germany, February 1979: Machine Tools. Machine Tools Trade Association (H. E. Wallace 01-402 6672).

Korea to BEMC Tokyo, February 1979: Oceanic Industries Exhibition. (BOTB contact S. H. Moger 01-248 5757 ext. 463).

Canada, March 1979: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Global, March/April 1979: Defence Components. Defence Manufacturers Association (BOTB contact S. H. Moger 01-248 5757 ext. 463).

South Africa, April 1979: Machine Tools. Machine Tools Trade Association (H. E. Wallace 01-402 6672).

Global, May 1979: Railway Equipment. Railway Industries Association (G. R. Curry 01-834 1426).

West Germany, June 1979: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

USA, June 1979: Hand Tools. Federation of British Hand Tool Manufactuers (W. R. Eccles 0742 66083).

Italy, June 1979: Machine Tools. Machine Tools Trade Association (H. E. Wallace 01-402 6672).

Yugoslavia, June 1979: Book Publishing. Book Development Council (Shelley Roberts 01-580 6321).

Hong Kong, July 1979: Hospital Equipment. British Health-Care Export Council (J. Harris 01-580 7912/5).

Netherlands, September 1979: Food Stuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Global, September 1979: Industrial Weighing Force Measurement. Institute of Measurement and Control (BOTB contact M. J. Askew 01-248 5757 ext 277).

Global, September 1979: Royal Navy Equipment Exhibition. Ministry of Defence (Lt.Col P. S. D. Griffin 01-218 0395).

New Zealand, September 1979: Book Publishing. Book Development Council (Shelley Roberts 01-580 6321).

Switzerland: Nuclear Medicine. British Health-Care Export Council (J. Harris 01-580 7912/5).

Spain: Computer Software. Computer Services Association (BOTB contact H. F. Finch 01-248 5757 ext. 379).

Nigeria: Plastics. British Plastics Federation (Miss F. Munro 01-235 9483).

Mexico: Finance and Banking. Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

France: Finance and Banking. Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

Venezuela: Building Materials. Building Centre (D. Clayton 01-637 1022).

Trinidad: Finance and Banking. Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

Global September 1979: Royal Navy Equipment Exhibition. Defence Manufacturers Association (B. Dove 0483 35355).

West Germany, October 1979: Hand tools. Federation of British Hand Tool Manufacturers (W. R. Eccles 0742 663084).

Global, November 1979: Furniture Exhibition. British Furniture Manufacturers Federated Associations (BOTB contact P. Pennell-Buck 01-248 5757 ext. 361).

South Korea (Republic of Korea): Busan Mass Transit System (inward Mission to Hong Kong) (BOTB contact H. F. Finch 01-248 5757 ext. 379).

South Africa: Audio Visual Aids. Industrial Council for Education and Training Technology (BOTB contact D. Mahoney 01-248 5757 ext. 659).

West Germany: Agricultural Machinery. (P. Pennell-Buck 01-248 5757 ext. 361).

Japan: Electronic Components. Electronic Components Industry Federation (P. Pennell-Buck 01-248 5757 ext. 361).

West Germany: Packaging Material and Equipment (BOTB contact D. Mahoney 01-248 5757 ext. 659).

Belgium: Footwear. British Footwear Manufacturers Federation (Mrs C. M. Long 01-437 5573).

Denmark: Footwear. British Footwear Manuafacturers Federation. (Mrs C. M. Long 01-437 5573).

Mexico: Mining Equipment. Association of British Mining Equipment Companies (R. Buckley 0742 21071).

Switzerland: Machine Tools. Machine Tools Trade Association (H. E. Wallace 01-402 6672).

France: Inner City Rehabilitation. (BOTB contact H. F. Finch 01-248 5757 ext. 379).

Brazil: Horse Racing Equipment. The Jockey Club (BOTB contact H. F. Finch 01-248 5757 ext. 379).

Global: Editors to Interbuild. Building Materials Export Group (B. Angel 01-486 1951).

Argentina: Finance and Banking. Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

Italy: Electronic Components. Electronic Components Industries Federation (BOTB contact P. Pennell-Buck 01-248 5757 ext 361).

Iraq: Fire Fighting Equipment. Council of British Fire Protection Equipment Manufacturers (BOTB contact C. Logier 01-248 5757 ext. 680).

OUTWARD MISSIONS

Africa

1979

South Africa 28 January-11 February 1979. Engineering Industries Association. (Miss A. Small, 01-222 2367). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 3-23 February 1979. South Bucks and East Berks. Chamber of Commerce and Industry. (B. W. Goodyear, Slough 33633). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Kenya, Malawi, Tanzania 5-23 February 1979. London Chamber of Commerce and Industry. (J. R. Muir, 01-248 4444). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Nigeria 11-23 February 1979. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Liberia, Ivory Coast, Ghana 23 February-10 March 1979. Kent and Sussex Exporters Club (S. V. Robbens, Sevenoaks 58255). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 24 February-17 March 1979. Sheffield Chamber of Commerce (J. S. Hambidge, Sheffield 730114). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Nigeria 11-23 March 1979. Leicester Chamber of Commerce and Industry. (A. H. Green, Leicester 27171). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 19-31 March 1979. East London and South West Essex Export Club (G. W. Flanagan, 01-476 2901). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 24 March-7 April 1979. British Ceramic Plant and Machinery Association (C. J. Hench, Sunbury-on-Thames 83280). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Sudan, Kenya, Malawi 19 April-4 May 1979. Birmingham Chamber of Industry and Commerce (T. L. Edgar 021-454 6171). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Ivory Coast, Cameroon 22 April-4 May 1979. British Agricultural Export Council (R. Whitcombe, 01-245 9819). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Nigeria 22 April-4 May 1979. Coventry Chamber of Commerce and Industry (A. Durham Coventry 51777). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 22 April-5 May 1979. Scottish Council Development and Industry. (D. Reid, 031-225 7911). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 29 April-12 May 1979. Coventry Chamber of Commerce. (A. Durham, Coventry 51777). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 6-23 May 1979. Agricultural Engineers Association. (D. G. O'Neil, 01-828 7973/6). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Nigeria 13-25 May 1979. London Chamber of Commerce and Industry. (J. Muir 01-248 4444). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 2-16 June 1979. Leicester Chamber of Commerce and Industry (H. L. Milliard, Leicester 27171). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Nigeria 3-15 June 1979. Merseyside Chamber of Commerce and Industry. (P. Hordley, 051-227 1234). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 9-22 June 1979. Nottingham Chamber of Commerce and Industry (C. W. Russel, Nottingham 45678). FPB contact S. J. Seaman ext. 7104. Cut off date 12.2.79.

Nigeria 24 June-6 July 1979. Glasgow Chamber of Commerce (A. Duncan, 041-204 2121). FPB contact S. J. Seaman ext. 7104. Cut off date 23.2.79.

South Africa 30 June-13 July 1979. Ship and Boatbuilders National Federation (A. D. H. Hough, Weybridge 54511). FPB contact S. J. Seaman ext. 7104. Cut off date 2.3.79.

Nigeria 23 July-3 August 1979. Agricultural Engineers Association (D. G. O'Neil, 01-828 7973). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

South Africa 18 August-1 September 1979. Manchester Chamber of Commerce (D. Armndale, 061-832 5574). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

South Africa 8-22 September 1979. Birmingham Engineering and Building Centre (D. Perkins, 021-643 1914). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

South Africa 21 September-5 October 1979. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

South Africa 6-20 October 1979. Dundee Chamber of Commerce (H Terrell, Dundee 22122). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

South Africa 20 October-2 November 1979. North Staffordshire Chamber of Commerce (J. J. Glover, Stoke-on-Trent 44731). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

South Africa 3-18 November 1979. Engineering Industries Association (Miss A. Small, 01-222 2367). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

South Africa 29 November-7 December 1979. Gauge and Toolmakers Association (T. E. Williams, High Wycombe 44649). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

DATES TO BE DECIDED

Senegal, Gambia, Ivory Coast Second half 1979. Birmingham Chamber of Industry and Commerce (T. L. Edgar, 021-454 6171). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

Senegal, Ivory Coast, Cameroon, Gabon Second half 1979. Westminster Chamber of Commerce (J. B. Turner, 01-734 8251). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

Cameroon Second half 1979. London Chamber of Commerce (J. Muir, 01-248 4444). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

Kenya, Tanzania Second half 1979. Leicester and County Chamber of Commerce (A. H. Green, 0532 27171). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

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Coventry Chamber of Commerce and Industry

(INCORPORATED)

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President: G.N. Jackson, JP.
Director: Brian Willis, F. Inst. Pet., AMBIM.
Secretary: Roger Millington, ACIS., AMBIM., AMIEX.

DURING 1979 THE COVENTRY CHAMBER OF COMMERCE WILL BE SPONSORING THE FOLLOWING OUTWARD TRADE MISSIONS –

Missions confirmed and approved by the British Overseas Trade Board.

DATES	COUNTRIES	CENTRES TO BE VISITED	GOVERNMENT GRANT (in approved cases)
27.1.79 - 8.2.79	Iran Iraq	Tehran Baghdad	£250
2.4.79 - 20.4.79	Japan Hong Kong	Tokyo Osaka Hong Kong	£550
16.4.79 - 27.4.79	Singapore Thailand	Singapore Bangkok	£435
22.4.79 - 4.5.79	Nigeria	Lagos	£285
7.5.79 - 18.5.79	Brazil	Sao Paulo Rio de Janeiro	£405
20.8.79 - 31.8.79	South Africa	Johannesburg Cape Town	£345
3.9.79 - 8.9.79	Trinidad Tobago	Port of Spain	£330
21.9.79 - 28.9.79	Egypt	Cairo	£185
1.10.79 - 6.10.79	Kuwait	Kuwait City	£250
22.10.79- 8.11.79	Gulf States	Bahrain Abu Dhabi Oman	£305
12.11.79- 23.11.79 (Dates to be finalised)	Australia	Sydney Melbourne	£515
3.12.79 - 14.12.79	Jordan Lebanon	Amman Beirut	£185
3.12.79 - 15.12.79	Iran Iraq	Tehran Baghdad	£250

For further information please telephone Roger Millington or Alan Durham on Coventry 51777.

3 MISSIONS

Where BOTB support is planned or under consideration

Morocco, Tunisia Second half 1979. London Chamber of Commerce and Industry (M. Petheram, 01-248 4444). FPB contact Ms A. Woodward ext. 7243. Cut off date not yet arranged.

Nigeria Second half 1979. Building Materials Export Group (Miss J. Tomlinson 01-636 6920). FPB contact S. J. Seaman ext. 7104. Cut off date to be arranged.

Nigeria Second half 1979. Engineering Industries Association (Miss A. Small, 01-222 2367). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

Nigeria Second half 1979. British Homesewing and Needlecrafts Council (I. G. Smith, 0422 59161). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

Nigeria Second half 1979. Birmingham Engineering and Building Centre (P. R. Smith, 021-643 1914). FPB contact S. J. Seaman ext. 7104.

Nigeria Second half 1979. Gauge and Toolmakers Association (T. E. Williams, 0494-444 645/649). FPB contact S. J. Seaman ext. 7104.

Nigeria Second half 1979. Manchester Chamber of Commerce (Mrs I. K. Conway, 061-832 5574). FPB contact S. J. Seaman ext. 7104.

Nigeria Second half 1979. Bradford Chamber of Commerce (M. A. Sewell, 0274-28166). FPB contact S. J. Seaman ext. 7104.

Nigeria Second half 1979. British Railway Industry Export Group (D. L. Bartlett, 01-262 3232). FPB contact S. J. Seaman ext. 7104.

Americas, including the Carribbean

1979

USA 1-10 February 1979. British Lapidary and Mineral Dealers Association (Mrs G. B. Graham, Twyford 0962). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA, Canada 3-10 February 1979. Birmingham Chamber of Industry and Commerce (T. A. Jackson. 021-454 6171). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Mexico 16 February-1 March 1979. London Chamber of Commerce and Industry (M. Worsley, 01-248 4444). FPB contact J. C. Saunders ext. 214. Cut off date passed.

USA 20 February-2 March 1979. Society of Motor Manufacturers and Traders (W. Cottrell, 01-235 7000). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Canada, USA 21 February-1 March 1979. Scottish Development Agency (W. R. V. Percy, 031-322 1911). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA 26 February-10 March 1979 London Chamber of Commerce (J. McGreagor, 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Venezuela, Colombia 5-17 March 1979. Export Association of Nottingham (Mrs B. Paling, Nottingham 293360). FPB contact J. C. Saunders ext. 214. Cut off date passed.

USA 8-15 March 1979. British Homesewing and Needlecrafts Council (I. G. Smith, Halifax 59161). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Brazil, Argentina 22 March-7 April 1979. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact J. C. Saunders ext. 214. Cut off date passed.

Canada 24 March-7 April 1979. North East Scotland Development Authority (J. Dinnes, Aberdeen 321211). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA 26 March-6 April 1979. Manchester Chamber of Commerce (E. Thomlinson, 061-832 5574). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Canada 26 March-6 April 1979. London Chamber of Commerce (J. McGregor 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Venezuela 27 March-6 April 1979. British Agricultural Export Council (D. J. Knapman 01-245 9819). FPB contact J. C. Saunders ext. 214. Cut off date passed.

Mexico 21-28 April 1979. Birmingham Engineering and Building Centre (D. W. Perkins 021-643 1914). FPB contact J. C. Saunders ext. 214. Cut off date passed.

Canada, USA 23 April-4 May 1979. Canada/UK Chamber of Commerce (Ms A. Cooper 01-930 2794). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA, Canada 26 April-5 May 1979. British Ceramic Manufacturers Federation (N. Nelson Stoke-on-Trent 48631). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA 30 April-10 May 1979. British Food Export Council (A. M. Battle 01-480 6594). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA 30 April-12 May 1979. Association of British Oceanic Industries (ABOI) (M. Armstrong 01-930 1696). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 30.1.79.

Mexico 5-12 May 1979. Birmingham Chamber of Commerce (B. Carnes 021-454 6171). FPB contact J. C. Saunders ext. 214. Cut off date passed.

Brazil 7-18 May 1979. Coventry Chamber of Commerce (A. Durham Coventry 51777). FPB contact J. C. Saunders ext. 214. Cut off date passed.

USA, Canada 7-18 May 1979. Scottish Development Agency (W. R. V. Percy 031-343 1911). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 15.2.79.

USA, Canada 7-21 May 1979. Leeds Chamber of Commerce (C. Wilson Leeds 30491). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA 13-23 May 1979. Federation of Sussex Industries (Mrs N. Potter Brighton 26282). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Argentina, Chile 13-25 May 1979. Manchester Chamber of Commerce (Eric Tomlinson, 061-832 5574). FPB contact J. C. Saunders ext. 214. Cut off date passed.

USA, Canada 14-25 May 1979. Export Association of Nottingham (Mrs B. Paling Nottingham 293360). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA (Atlanta) 15-26 May 1979. London Chamber of Commerce and Industry (J. MacGregor 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Venezula, Brazil, Uruguay, Argentina 22 May-9 June 1979. Ship and Boat Builders National Federation (D. Hough Weybridge 54511). FPB contact J. C. Saunders ext. 214. Cut off date passed.

USA 28 May-8 June 1979. London Chamber of Commerce (J. McGregor 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 27.1.79.

USA 2-9 June 1979. Bristol Chamber of Commerce Industry and Shipping (Mrs B. Childs, Bristol 37081). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 5.2.79.

Venezuela, USA 2-23 June 1979. Engineering Industries Association (Miss A. Small, 01-222 2367). FPB contact J. C. Saunders ext. 214. Cut off date 4.2.79.

Canada 6-16 June 1979. British Food Export Council (A. M. Battle, 01-480 6594). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 28.2.79.

Venezuela 18-22 June 1979. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact J. C. Saunders ext. 214. Cut off date 19.2.79.

Brazil June 1979. London Chamber of Commerce (Malcolm Worsley, 01-248 4444). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

Venezuela 19-29 June 1979. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

Venezuala 19-29 June 1979. Scottish Council Development and Industry (D. S. Reid 031-225 7911). FPB contact J. C. Saunders ext. 214. Cut off date 19.2.79.

Chile, Uruguay, Paraguay 30 June-14 July 1979. British Food Export Council (Ben Emrys-Roberts 01-480 6594). FPB contact J. C. Saunders ext. 214. Cut off date 28.2.79.

Canada 14-21 July 1979. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 14.3.79.

USA 15-22 July 1979. British Contract Furnishing Association (M. S. Alford, 01-499 2232). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 15.3.79.

USA, Canada July 1979. Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date March 1979.

USA July-August 1979. British Conference of Exhibition Centres Export Council (S. Black, 01-445 5256). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date March 1979.

USA, Canada July-August 1979. Export Council for the Jewellery and Giftware Federation (J. McConnell, 01-606 2451). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date March 1979.

USA 11-18 August 1979. Birmingham of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 12.3.79.

Trinidad 3-8 September 1979. Coventy Chamber of Commerce (A. Durham, Coventry 51777). FPB contact J. C. Saunders ext. 214. Cut off date 3.5.79.

Argentina, Boliva 15-29 September 1979. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

North America 15-30 September 1979. Mastercraftsmens Association and Retail Export Group (C. T. Gallaway, 01-657 3358). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 15.5.79.

USA, (Starting Atlanta) 17-28 September 1979. British Furniture Manufacturers Association (J. Diab, 01-724 0857). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 17.5.79.

USA 22 September-6 October 1979. Allied Brewery Trades Association (J. A. Ingoldby, 01-691 3950). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 22.5.79.

Venezuela, Ecuador 29 September-13 October 1979. Birmingham Chamber of Commerce (T. A. Jackson, 021-454 6171). FPB contact J. C. Saunders ext. 214. Cut off date 29.5.79.

Argentina, Chile, Brazil September 1979. Federation of Sussex Industries (Mrs Nora Potter, Brighton 26282). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

North America September 1979. Ship and Boat Builders National Federation (A. D. H. Hough, Weybridge 54511). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date May 1979.

North America September 1979. British Ceramic Manufacturers Federation (S. H. Jerrett, Stoke-on-Trent 48631). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date May 1979.

USA 29 September-10 October 1979. Walsall Chamber of Commerce and Industry (N. E. Turner, 0922-25671). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date 29.5.79.

USA, Canada September-October 1979. Irish Linen Merchants Association (E. O. L. Seccombe, Lisburn 77377). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date May 1979.

North America September-October 1979. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 22.5.79.

USA, Canada 13-28 October 1979. Luton and District Chamber of Commerce and Industry (H. H. Gore, Luton 23456/7). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 13.6.79.

USA 16-26 October 1979. Leicester Chamber of Commerce and Industry (H. L. Hilliard, Leicester 27171). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date 18.6.79.

Argentina, Chile 20 October-2 November 1979. Birmingham Chamber of Commerce (Bryan Carnes, 021-454 6171). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

USA, Canada 29 October-10 November 1979. British Knitting Export Council (A. R. Bicknell, 01-734 6277/8). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 29.6.79.

Canada October 1979. British Laboratory Ware Association (Mrs J. Marich, 01-946 2548). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date June 1979.

USA October-November 1979. Music Publishers Association (J. D. Josephson, 01-580 3399). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date June 1979.

USA 3-17 November 1979. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 3.7.79.

Mexico 9-17 November 1979. Scottish Council Development and Industry (J. A. Anderson, 031-225 7911). FPB contact J. C. Saunders ext. 214. Cut off date 9.6.79.

Canada, USA November 1979. Agricultural Engineers Association (R. Wilson, 01-828 7973). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date July 1979.

USA November 1979. British Educational Equipment Association (Miss L. J. Gale, 01-247 9320). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date July 1979.

USA November 1979. British Federation of Sports and Games (S. Hicks, 01-437 7281). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date 2.7.79.

Colombia, Ecuador November 1979. London Chamber of Commerce (Malcolm Worsley, 01-248 4444). FPB contact J. C. Saunders ext 214. Cut off date not yet arranged.

Mexico, Venezuela November 1979. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

DATES TO BE DECIDED

USA, Canada Second half 1979. Nationalised Industries Overseas Group (British Coal International) (A. H. K. Slater, 01-235 1212). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

USA Second half 1979. Hardware Manufacturers Association (A. Whittle, Amersham 21431). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

Canada Second half 1979. Association of Hydraulic Equipment Manufacturers (S. J. Brown, 01-834 0855). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

USA, Canada Second half 1979. Association of British Mining Equipment Exporters (R. Buckley, 0742-21071). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

USA Second half 1979. Defence Manufacturers Association (J. L. Jack, Guildford 35355). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

USA Second half 1979. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

Canada Second half 1979. London Chamber of Commerce (J. MacGregor, 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

USA Second half 1979. Design Council (P. York, 01-839 8000). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

USA (Seattle) Second half 1979. London Chamber of Commerce and Industry (J. MacGregor, 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

USA, Canada Second half 1979. British Jewellery and Giftware Federation (J. McConnell, 01-606 2451). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

USA (Phoenix) Second half 1979. London Chamber of Commerce and Industry (J. MacGregor, 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

USA Second half 1979. Federation of British Hand Tools Manufacturers (W. R. Eccles, Sheffield 663084). FPB contact Mrs W. M. MacIver ext. 7083. Cut off date not yet arranged.

Argentina Second half 1979. Publishers Association (O. Checkley, 01-580 6321). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

Brazil, Paraguay Second half 1979. British Agricultural Export Council (David Knapman, 01-245 9819). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

Colombia, Chile Second half 1979. British Agricultural Export Council (David Knapman, 01-245 9819). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

Mexico Autumn 1979. British Educational Equipment Association (J. Savage, 01-247 9320). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

Venezuela Spring 1979. British Health Care Export Council (J. Harris, 01-580 7912). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

Haiti, Dominican Republic Second Half 1979. West India Committee (Miss T. Cox, 01-629 6353). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

Caribbean and Venezuela Second half 1979. West India Committee (Miss T. Cox, 01-629 6353). FPB contact J. C. Saunders ext. 214. Cut off date not yet arranged.

Asia (Far East)

1979

India, Pakistan 3-24 February 1979. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact P. A. Greig ext. 363. Cut off date passed.

Singapore 4-14 February 1979. Dundee and Tayside Chamber of Commerce and Industry (J. Aitken, Dundee 22122). FPB contact P. A. Greig ext. 363. Cut off date passed.

Japan 12-23 February 1979. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Korea 19-23 February 1979. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Japan 12-23 March 1979. Allied Brewery Traders Association (J. A. Ingolby, 01-691 3950). FPB contact S. P. Mummery ext. 576. Cut off date passed.

South Korea 12-23 March 1979. Federation of Manufacturers of Construction Equipment and Cranes (D. R. Barrell, 01-353 3020). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Japan, Hong Kong 12-30 March 1979. British Food Export Council (B. Emrys-Roberts, 01-480 6594). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Korea (Republic of South Korea) 24 March-7 April 1979. British Plastics Federation (P. Lynchy, 01-235 9483). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Singapore, Malaysia 25 March-8 April 1979. Hardware Manufacturers Association (R. Grier, Amersham 21431). FPB contact P. A. Greig ext. 363. Cut off date passed.

Hong Kong 26-30 March 1979. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Japan 26-31 March 1979. Ship and Boat Builders National Federation (Mrs H. Greenslade, Weybridge 54511). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Japan, Hong Kong 1-20 April 1979. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Japan 15-27 April 1979. Luton, Dunstable and District Chamber of Commerce (P. A. Hoskins, Luton 23456/7). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Singapore, Thailand 16-27 April 1979. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact P. A. Grieg ext. 363. Cut off date passed.

Hong Kong, Singapore, Thailand 21 April-12 May 1979. Engineering Industries Association (Miss A. Small, 01-222 2367). FPB contact P. A. Greig ext. 363. Cut off date passed.

Korea (Republic of South Korea) 23 April-3 May 1979. Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Singapore, Indonesia 12-26 May 1979. Birmingham Chamber of Industry and Commerce (M. C. Poutney, 021-454 6171). FPB contact P. A. Greig ext. 363. Cut off date passed.

Japan 13-25 May 1979. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Hong Kong, Singapore 14-25 May 1979. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Singapore 8-16 June 1979. Scottish Council Development and Industry (J. D. Anderson, 031-225 7911). FPB contact P. A. Greig ext. 363. Cut off date 8.2.79.

Korea 23 June-6 July 1979. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact S. P. Mummery ext. 576. Cut off date 23.2.79.

Singapore, Malaysia, Thailand June-July 1979. Westminster Chamber of Commerce (J. B. Turner 01-734 2851). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Japan, Philippines 2-16 July 1979. CBMPE (R. Lack, 01-637 8841). FPB contact S. P. Mummery ext. 576. Cut off date 2.3.79.

South Korea 18-27 July 1979. Scientific instrument Manufacturers Association (L. Nolder, 01-437 0678). FPB contact S. P. Mummery ext. 576. Cut off date 16.3.79.

Korea (Republic of South Korea) 3-14 September 1979. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact S. P. Mummery ext. 576. Cut off date 3.5.79.

Hong Kong, Singapore, Malaysia 10-29 September 1979. Leeds Chamber of Commerce and Industry (C. Wilson, Leeds 30491). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Japan 17-28 September 1979. Engineering Industries Association (Miss A. Small, 01-222 2367). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Korea (Republic of South Korea) 17-28 September 1979. Bristol Chamber of Commerce (Mrs Childs, Bristol 37081). FPB contact S. P. Mummery ext. 576. Cut off date 17.5.79.

Japan 24 September-5 October 1979. Edinburgh Chamber of Commerce (D. Mowat, Edinburgh 225-5851). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Singapore and Scatter SE Asia September 1979. British Food Export Council (B. Emrys-Roberts, 01-480 6594/5). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Japan 1-12 October 1979. Federation of British Audio (A. Terenzani, 01-734 7471). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Singapore, Australia 7-21 October 1979. British Stationery and Office Products Association (L. Pagiero, 01-580 9256). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Singapore, Malaysia 18 October-3 November 1979. Wolverhampton Chamber of Commerce (C. J. Carder, Wolverhampton 26720). FPB contact P. A. Greig ext. 363. Cut off date 18.6.79.

Japan 29 October-9 November 1979. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Japan 5-16 November 1979. North of England Development Council (A. Wilson, Stockton-on-Tees). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Japan 12-22 November 1979. London Chamber of Commerce (Miss D. Wright, 01-248 4444). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Korea 12-23 November 1979. Engineering Industries Association (W. E. Clayfield, 01-222 2367/9). FPB contact S. P. Mummery ext. 576. Cut off date 12.7.79.

Singapore, Malaysia, Hong Kong 16 November-7 December 1979. Cardiff Chamber of Commerce and Industry (R. C. Smale, 0222-21648). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Korea 26 November-7 December 1979. Merseyside Chamber of Commerce (P. Hordley, 051-227 1234). FPB contact S. P. Mummery ext. 576. Cut off date 26.7.79.

Singapore, Malaysia, Thailand December 1979. North of England Development Council (A. Wilson, 0642-612525). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

DATES TO BE DECIDED

India or Pakistan Late summer 1979. Manchester Chamber of Commerce (D. A. Arrandale, 061-832 5574). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Pakistan Spring 1979. Society of Motor Manufacturers and Traders Ltd (K. Wallis, 235-7000). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Singapore, Australia Autumn 1979. Association of British Oceanic Industries (M. Armstrong, 930-1696). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Philippines and Scatter SE Asia Summer 1979. British Management Export Council (S. Brown, 01445 5256). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Indonesia, Philippines, Hong Kong Autumn 1979. London Chamber of Commerce (E. MacDonald, 01-248 4444). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Indonesia Autumn 1979. Coventry Chamber of Commerce (A. Durham, 0203-51777). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Philippines Late summer 1979. British Consultants Bureau (Col J. A. Stevens, 839-7687). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Japan Autumn 1979. Northern Ireland Chamber of Commerce (B. Chalmers, Belfast 34488). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Korea Autumn 1979. Association of Hydraulic Equipment Manufacturers (S. J. Brown, 01-834 0855). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Japan, Hong Kong Late 1979. Development Corporation for Wales (K. R. Harris, Cardiff 21208). FPB contact S. P. Mummery ext. 576. Cut off date not yet arranged.

Japan Late 1979. British Jewellery and Giftware Federation J. W. F. McConnell 01-606 2451).

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Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Eighth Floor, 1 Victoria Street, London SW1H 0ET.

3 MISSIONS
Where BOTB support is planned or under consideration

Asia (Middle East)

1979

Saudi Arabia 26 January-8 February 1979. North of England Development Council (A. Wilson, Stockton-on-Tees). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Egypt 9-16 February 1979. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Saudi Arabia 23 February-9 March 1979. Northern Ireland Chamber of Commerce (B. Chalmers, Belfast 34488). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Kuwait (then Scatter to other Gulf States) 25 February-1 March 1979. British Knitting Export Council (A. R. Bicknell, 01-734 6277/8). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Kuwait, Qatar, Abu Dhabi, Dubai 9-22 March 1979. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Saudi Arabia 9-27 March 1979. Building Materials Export Group (Miss J. Tomlinson, 01-636 6920). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Gulf Scatter 20 March-13 April 1979. British Furniture Manufacturers Federated Associations (J. Diab, 01-724 0857). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Bahrain, Abu Dhabi, Oman, Dubai, Kuwait, Qatar 24 March-10 April 1979. Westminster Chamber of Commerce (J. Turner, 01-734 2851). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Bahrain 25-29 March 1979. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Saudi Arabia 30 March-12 April 1979. Birmingham Engineering and Building Centre (D. Perkins, 021-643 1914). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Lebanon, Jordan 20 April-2 May 1979. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Saudi Arabia 20 April-4 May 1979. Leicester Chamber of Commerce (C. J. Iliffe, Leicester 27171). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Egypt 27 April-4 May 1979. London Chamber of Commerce (H. I. Macdonald 01-248 4444). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Syria, Iraq 29 April-11 May 1979. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Iran 11-18 May 1979. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Egypt, Greece 21-31 May 1979. Engineering Industries Association (Miss A. Small, 01-222 2367). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 23.2.79.

Syria, Jordan 18 June-5 July 1979. London Chamber of Commerce (M. Petheram, 01-248 4444). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 9.2.79.

Gulf States 6-26 September 1979. Cardiff Chamber of Commerce (R. C. Swale, 0222-21648). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 4.5.79.

Saudia Arabia 16-27 September 1979. Birmingham Chamber of Industry and Commerce (T. Jackson, 021-454 6171). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 27.5.79.

Egypt 21-28 September 1979. Coventry Chamber of Commerce (A. Durham, Coventry 51777). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 21.5.79.

Egypt 30 November-11 December 1979. South Bucks and East Berks Chamber of Commerce (Mrs D. Phillips, Slough 33633). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 31.7.79.

Iran 12-23 October 1979. Bradford Chamber of Commerce (N. A. Sewell, 0274-28166). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Saudi Arabia 30 November-13 December 1979. London Chamber of Commerce (M. Petheram, 01-248 4444). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 31.7.79.

Kuwait, Qatar, Oman at Gulf Scatter 1-13 December 1979. Scottish Council Development and Industry (D. Reid, 031-225 7911). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Iran, Iraq 3-14 December 1979. Coventry Chamber of Commerce (A. Durham, Coventry 51777). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 3.8.79.

Jordan, Lebanon 3-14 December 1979. Coventry Chamber of Commerce (A. Durham, Coventry 51777). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 3.8.79.

DATES TO BE DECIDED

Iran Autumn 1979. Bristol Chamber of Commerce (Mrs B. Childs, 0272-37081). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Iran Autumn 1979. British Agricultural Export Council (J. Thornelow, 01-245 9819). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Saudi Arabia, Libya, Lebanon, Bahrain Second half 1979. British Food Export Council (B. Emrys-Roberts, 01-480 6594/5). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Egypt Autumn 1979. Agricultural Engineers Association (R. Wilson, 01-828 7973). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Iran Second half 1979. Building Materials Exports Group (Ms J. Tomlinson, 01-636 6920). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Yemen, Arab Republic, Sudan Second half 1979. Dundee Chamber of Commerce (Mrs A. Novak, 0382-22122). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Kuwait, Iran Second half 1979. Engineering Industries Association (Ms A. Small, 01-222 2367/9). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Saudia Arabia, Bahrain Second half 1979. British Jewellery and Giftware Manufacturers Association (J. McConnell, 01-606 2451). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Libya, Iraq Second half 1979. Federation of Manufacturers of Construction Equipment and Cranes (D. R. Barrell, 01-353 3020). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Bahrain, Gulf Scatter Second half 1979. Kent and Sussex Export Club (S. V. Robbens, Sevenoaks 58255). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Bahrain, Iraq Second half 1979. Kirklees and Wakefield Chamber of Commerce (K. P. Welton, 0484-26591). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Kuwait Second half 1979. Merseyside Chamber of Commerce (P. H. Hordley, 051-2257 1234). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Kuwait, Abu Dhabi, Oman, Dubai Second half 1979. South Bucks and East Berks Chamber of Commerce (Mrs D. Phillips, Slough 33633). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Jordan, Syria, Lebanon Second half 1979. South Bucks and East Berks Chamber of Commerce (Ms D. Philips Slough 33633). FPB contact Ms A. V. Woodward ext. 7243. Cut off date not yet arranged.

Australasia

1979

Australia, New Zealand 29 January-9 March 1979. Irish Linen Guild (M. Elson, 01-629 0288). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 30 January-18 February 1979. North Staffordshire Chamber of Commerce and Industry (J. Glover, Stoke-on-Trent 44731). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia 3-17 February 1979. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia 10-27 February 1979. Association of Hydraulic Equipment Manufacturers (S. Brown, 01-834 0855). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 19 February-10 March 1979. Manchester Chamber of Commerce and Industry (D. M. Arrandale, 061-832 5574). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 24 February-16 March 1979. South Wales Exporters Club (H. C. Blanch, Cardiff 885701). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia 25 February-10 March 1979. British Furniture Manufacturers Federated Associations (J. Diab, 01-724 0854). FPB contact P. A. Greig ext. 363. Cut off date passed.

New Zealand, Australia 1-12 March 1979. British Food Export Council (A. Battle, 01-480 6594). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia 12-23 March 1979. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-456 6171). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 24 March-14 April 1979. London Chamber of Commerce and Industry (Miss D. Wright, 01-248 4444). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia 23 April-4 May 1979. British Menswear Guild (A. R. Bicknell, 01-734 6277). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia 28 April-12 May 1979. Bristol Chamber of Commerce Industry and Shipping (Mrs B. Childs, Bristol 37081). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 12-31 May 1979. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia 24 May-9 June 1979. Nottingham Chamber of Commerce and Industry (R. G. Walton, Nottingham 45678). FPB contact P. A. Greig ext. 363. Cut off date 26.1.79.

Australia, New Zealand 9-30 July 1979. Engineering Industries Association (Miss A. Small, 01-222 2367). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia, New Zealand September 1979. Ship and Boat Builders National Federation (Mrs A. M. Greenslade, Weybridge 54511). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia September 1979. Federation of Sussex Industries (Mrs N. Potter, Brighton 26282). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia September-October 1979. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia, New Zealand September-October 1979. British Fabric Association (N. M. Tremlett, 01-580 4535). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia 29 October-16 November 1979. Sheffield Chamber of Commerce (D. F. Hambidge, Sheffield 730114). FPB contact P. A. Greig ext. 363. Cut off date 29.6.79.

Australia October 1979. Defence Manufacturers Association (Col J. L. Jack, Guildford 35355). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia, Singapore October 1979. British Stationery and Office Products Federation (L. Pagliero, 01-405 9610). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

New Zealand 5-13 November 1979. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-456 6171). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia, New Zealand 26 November-14 December 1979. Westminster Chamber of Commerce (J. Turner, 01-734 2851). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia, New Zealand November 1979. Dundee Chamber of Commerce (S. M. Neil, 041-204 2121). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia, New Zealand November 1979. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia, New Zealand November-December 1979. East London and South West Essex Export Club (Mrs J. M. Clarkson, 01-606 6551). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

DATES TO BE DECIDED

Australia, New Zealand 1979. Electronics Components Industry Federation (W. Barrett, 01-437 4127). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

New Zealand 1979. Nationalised Industries Overseas Group (Post Office Corporation) (A. H. K. Slater, 01-235 1212). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia 1979. Society of British Aerospace Companies Ltd (J. Hartley, 01-839 3231). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia 1979. British Printing Machinery Association (Mrs L. Fox, 01-405 9610). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

Australia Autumn 1979. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact P. A. Greig ext. 363. Cut off date not yet arranged.

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3 MISSIONS
Where BOTB support is planned or under consideration

Europe

1979

USSR 24 February-3 March 1979. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Romania 4-9 March 1979. Birmingham Chamber of Industry and Commerce (M. C. Pountney, 021-454 6171). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Poland 25-30 March 1979. Manchester Chamber of Commerce (Mrs I. K. Conway, 061-832 5574). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Finland 1-6 April 1979. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact Miss N. Neal ext. 7084. Cut off date 29.1.79.

USSR 22-27 April 1979. Birmingham Chamber of Industry and Commerce (M. C. Pountney, 021-454 6171). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Finland 25-29 April 1979. British Stationery and Office Products Federation (D. F. Hall, 01-580 9256). FPB contact Miss N. Neal ext. 7084. Cut off date passed.

Finland 16-22 May 1979. British Food Export Council (B. J. Emrys-Roberts, 01-480 6594). FPB contact Miss N. Neal ext. 7084. Cut off date passed.

Finland 29 May-1 June 1979. British Jewellery and Giftware Federation (J. W. F. McConnell 01-606 2451). FPB contact Miss N. Neal ext. 7084. Cut off date 28.2.79.

Greece 18-22 June 1979. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Miss N. Neal ext. 7084. Cut off date 30.3.79.

USSR July 1979. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

Greece, Cyprus 24 September-5 October 1979. London Chamber of Commerce and Industry (Mr McDonald, 01-248 4444). FPB contact Miss N. Neal ext. 7084. Cut off date not yet arranged.

USSR 7-13 October 1979. Leicester Chamber of Commerce (H. L. Milliard, Leicester 27171). FPB contact S. J. Seaman ext. 7104. Cut off date 13.6.79.

Hungary 7-13 October 1979. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

USSR 29 October-2 November 1979. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

Israel Second half 1979. British Overseas Trade Board Group for Israel (S. R. Willis, 01-935 4422). FPB contact Miss N. Neal ext. 7084. Cut off date not yet arranged.

Greece Second half 1979. British Agricultural Export Council (N. R. Elsy, 01-245 9819). FPB contact Miss N. Neal ext. 7084. Cut off date not yet arranged.

Yugoslavia Second half 1979. Birmingham Chamber of Industry and Commerce (M. C. Pountney, 021-454 6171). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

4 OTHER OVERSEAS FAIRS

Events listed in section 1 are not included in section 4.

Inquiries
Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).
* Event held annually at approximately the time stated.
† Event held in alternate years at approximately the time stated.

General

1979

LYON: International Trade Fair. March 1979.

UTRECH: International Spring Fair. March 1979.

METZ: International Spring Fair. March 1979.

MARSEILLES: International Spring Fair. March 1979.

SAUDI ARABIA: Saudi International Trade Fair. March 1979.

TRIPOLI: International Fair. March 1979.

DUBAI: International Spring Fair. 12-22 April 1979.

ZAGREB: International Spring Fair. April 1979.

LILLE: International Spring Fair. April 1979.

BORDEAUX: International Trade Fair. May 1979.

PARIS: International Trade Fair (Foire de Paris). 28 April-13 May.

SOUTH AUSTRALIA, WAYVILLE: Adelaide International Expo. 18-27 May 1979.

METZ: International Industrial Goods Fair (Equipex). June 1979.

LISBON: 20th Lisbon International Trade Fair (FII '79). 1-10 June 1979.

MELBOURNE: 3rd Asian and Pacific Trade Fair. 2-11 June 1979.

NEW ZEALAND: Wellington World Trade Fair. 21 August-2 September 1979.

MOZAMBIQUE: International Trade Fair (Facim). August-September 1979.

STRASBOURG: International Trade Fair. September 1979.

MARSEILLES: International Trade Fair. September 1979.

ZAGREB: International Autumn Fair. September 1979.

SALONIKA: 44th Salonika International Trade Fair. 9-23 September 1979.

BUDAPEST: International Autumn Consumer Goods Fair. 14-23 September 1979.

ATLANTA: International Trade Fair. 14-18 October 1979.

METZ: International Autumn Fair. October 1979.

ESSEN: Consumer Trade Fair. 13-21 October 1979.

BORENORE (New South Wales): Australian National Field Day. 12-15 November 1979.

BERLIN: Christmas Fair 1979. 1-16 December 1979.

1980

MARSEILLES: International Spring Fair. April 1980.

LILLE: International Trade Fair. April 1980

ZAGREB: International Spring Fair. April 1980.

LYON: International Trade Fair. April 1980.

METZ: International Spring Fair (Expometz). April 1980.

PARIS: International Trade Fair (Foire de Paris). April 1980.

BORDEAUX: International Trade Fair. May 1980.

MARSEILLES: International Trade Fair. September 1980.

ZAGREB: International Autumn Fair. September 1980.

STRASBOURG: International Trade Fair. September 1980.

ESSEN: Consumer Trade Fair. 18-26 October 1980.

Agriculture, forestry, fishing and agricultural machinery

1979

LAUSANNE: International Forum on Architecture and Planning (Fact '79). 26-29 January 1979.

PARIS: Leisure Power Cultivation Show. 5-12 March 1979.

HARRISBURG: Pennsylvania Farm Show. 8-10 March 1979.

PADDINGTON (New South Wales): Royal Easter Show. 5-16 April 1979.

SYDNEY: Royal Easter Show. 6-17 April 1979.

BAGHDAD: 1st Specialised Agricultural Fair. 7-17 April 1979.

PORTUGAL, BRAGA: Agricultural Fair (Agro '79). 21-29 April 1979.

SOFIA: Equipment Machinery and Instrumentation for all sections of the Horticulture (Bulagrama '79). 28-31 May 1979.

PORTUGAL, SANTAREM: National Agricultural Fair. June 1979.

KINGSTHORPE: Farm Festival (Farmfest '79). September 1979.

WAYVILLE S.A.: Royal Adelaide Show. 7-15 September 1979.

BRISBANE: Royal National Show. 9-18 August 1979.

MELBOURNE: Royal Melbourne Show. 17-27 September 1979.

MELBOURNE: 'Camp In'. 26-30 September 1979.

LISBON: 3rd International Agriculture Exhibition (Filagro). 2-11 November 1979.

1980

PARIS: Leisure Power Cultivation Show. March 1980.

NOVI-SAD: International Agricultural Exhibition. May 1980.

STUTTGART: 89th Royal Show (Landwirtschaftlicheshauptfest). 27 September-5 October 1980.

Aircraft and aeronautical equipment

1979

MOSCOW: International Exhibition of Passenger Service and Airport Operation. 22-31 May 1979.

1980

TOULOUSE: Aeronautical and Space Exhibition. June 1980.

Books and periodicals

1979

LAUSANNE: International Bookbinding Triennial. 1979.

NICE: International Book Festival. 4-9 May 1979.

BELGRADE: International Book Fair. October 1979.

BERLIN: 28th International Book Exhibition. 11-21 November 1979.

1980

NICE: International Book Festival. May 1980.

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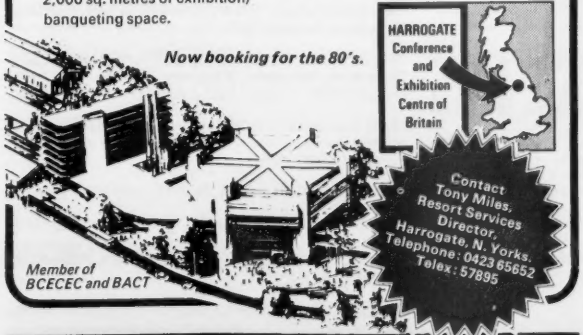
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4 OTHER OVERSEAS FAIRS

Building, public works and construction

1979

SWITZERLAND: International Forum on Architecture and Planning (Fact '79). January 1979.

ESSEN: Building Exhibition and International Building Congress. 27 January-4 February 1979.

***MELBOURNE: Building Improvements and Renovations Show (Update '79).** 3-11 February 1979.

ESSEN: Real Property Trade Fair. 16-19 February 1979.

BARCELONA: International Fair and National Building Exhibition (Construmat). 13-18 March 1979.

BERLIN: International Conference on the Application of Computers in Architecture, Building Design and Urban Planning (PArC '79). 7-10 May 1979.

STUTTGART: International Trade Fair for Window Production for South-West German Glaziers (Fensterbau '79). 15-17 June 1979.

JOHANNESBURG: Public Works and Municipal Equipment (Civikon) 23-27 January 1979.

BERLIN: German Industries Exhibition. September 1979.

CANBERRA: 2nd National Congress and Trade Exhibitions of the Building Owners and Managers Association of Australia. 16-18 September 1979.

OPORTO: 5th International Exhibition of Construction Materials. 5-14 October 1979.

CAIRO: International Exhibition of Building Materials and Wood Furniture. 11-28 October 1979.

ESSEN: International Exhibition of Brickwork Equipment + Transport with 3 day Brick and Tile Conference. 13-16 January 1980.

ESSEN: Real Property Trade Fair. 22-25 February 1980.

Chemicals and allied industries including plastics

1979

BRUSSELS: European Plastics Exhibition (Europlastica). March 1979.

BUCHAREST: Petrochemicals. 3-6 April 1979.

BUDAPEST: International Plastics Exhibition (Hungaroplast '79). 6-11 April 1979.

ZAGREB: International Exhibition of Plastic and Rubber (Plastex). April 1979.

SOFIA: Plastics and Additives (Bulchemia '79). 7-10 May 1979.

SALONIKA: International Plastics Exhibition. 12-19 May 1979.

1980

JOHANNESBURG: International Chemicals Exhibition (Chemex). 11-15 February 1980.

ZAGREB: International Plastics and Rubber Exhibition (Plastex). April 1980.

Clothing

1979

COPENHAGEN: 15th Scandinavian Menswear Fair. 11-13 February 1979.

LAUSANNE: 3rd International Fair for Child and Youth (Kid '79). 24 March-1 April 1979.

PARIS: International Fur Trade Exhibition. March 1979.

SYDNEY: 3rd Mens Wear Summer Fair (MW '79). 10-13 March 1979.

SYDNEY: 3rd International China, Glassware and Tableware Trade Fair. 17-21 February 1979.

SYDNEY: Childrens Wear Fair. 17-19 March 1979.

BERLIN: Fashion Week (including Interchic). 8-11 April 1979.

BERLIN: 114th Durchelse – Main Sampling (Interchic). 8-11 April 1979.

MUNICH: International Fashion Week. April 1979.

SYDNEY: 3rd Womens Ready-to-Wear Summer Fashion Fair. 5-8 May 1979.

ATHENS: 10th Hellenic International Fashion Fair. 16-19 June 1979.

MUNICH: International Fashion Week. October 1979.

BERLIN: Fashion Week (including Interchic). October 1979.

BERLIN: Main Sampling (Interchic). 14-18 October 1979.

Engineering, electrical and electronic, including radio and television

1979

BUCHAREST: Electronic Equipment. 13-16 February 1979.

DALLAS: Intelcom '79. 26 February-2 March 1979.

PHILADELPHIA: National Electronic Packaging and Production Conference and Exhibition. 15-17 May 1979.

SAN MATEO: Semicon West. 22-24 May 1979.

PARIS: Electrical Equipment Exhibition. June 1979.

SYDNEY: 4th Australian Consumer Electronics Exhibition. 19-23 July 1979.

SINGAPORE: Computa '79. 11-14 August 1979.

BERLIN: International Radio and TV Exhibition. 24 August-2 September 1979.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1979.

TORONTO: International Electronics Exposition. September 1979.

STUTTGART: Electronics and Mini-computer Industries (Electro-Hobby). 3-7 October 1979.

BERLIN: Electrical Trade Show (El-Fa '79). 23-27 October 1979.

1980

BELGRADE: International Electronics Exhibition (Electronika). February 1980.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1980.

Engineering, other

1979

JOHANNESBURG: Corrosion Exhibition. 5-9 February 1979.

JOHANNESBURG: International Exhibition of Foundry Equipment. 5-9 February 1979.

BUCHAREST: Welding. 6-9 March 1979.

POZNAN: Dynamo-Technika. (Power Transmission Engineering and Industrial Work Automation). 7-11 April 1979.

SINGAPORE: Hard Tools Asia. 15-20 April 1979.

ATLANTA: 2nd International High Fidelity Show. 4-6 May 1979.

SALONIKA: International Engineering Exhibition. 12-19 May 1979.

JOHANNESBURG: International Components Exhibition. (Componex). 11-15 June 1979.

PARIS: Design Engineering (Inova). 12-16 June 1979.

MELBOURNE: Australian Industries Engineering Exhibition (AIEE '79). July-August 1979.

MOSCOW: 2nd International Exhibition of Machinery for the Timber and Woodworking Industry (Lesdrevmash). 24 August-12 September 1979.

1980

STUTTGART: 16th International Trade Fair for Energy and Engineering (Intherm '80). March 1980.

PARIS: International Woodworking Machinery Exhibition (Expobois). April 1980.

PARIS: French Machine Tool Welding Mechanical Equipment Exhibition. June 1980.

FRANKFURT: 5th International Dairy Engineering Exhibition. October 1980.

Foodstuffs, food machinery, hotel and catering equipment

1979

BERLIN: International Green Week. 26 January-4 February 1979.

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). 3-7 February 1979.

OPORTO: 5th International Food and Food Processing Exhibition. 30 March-8 April 1979.

STUTTGART: Exhibition of Craft Bakers (Sudback '79). 28 April-2 May 1979.

SAN FRANCISCO: The National Gourmet Cookware Exhibition. 5-7 May 1979.

MELBOURNE: National Accommodation and Catering Exhibition. August 1979.

MELBOURNE: International Catering Trade Fair (Foodservice '79). 3-6 June 1979.

MUNICH: 10th International Trade Fair of the Hotel and Catering Trades (Igafa '79). 19-24 October 1979.

LISBON: 2nd International Salon of Wines and Spirits (Vinifil). 2-11 November 1979.

THESSALONIKI: International Fair of Food, Beverages and Equipment (Detrop '79). 4-11 November 1979.

1980

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1980.

STUTTGART: International Trade Fair for the Hotel, Catering and Bakery Trades. 17-23 April 1980.

PARIS: Food Manufacturing Processing International Exhibition. November 1980.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry (Matic). November 1980.

Furniture, furnishings, household equipment and hardware

1979

PARIS: International Arts of Home-Making Exhibition (Arts Menagers). February 1979.

THESSALONIKI: 1st International Exhibition of Furniture, Decoration, Equipment, Machinery (Furnidec '79). 18-25 February 1979.

PARIS: International Exhibition of Material and Items to be used for the manufacture of Furniture, Chairs and Bedding (Approfal). April 1979.

SINGAPORE: Homemakers '79. 7-11 April 1979.

MELBOURNE: Furniture Fashion Fair. 17 April-2 May 1979.

OPORTO: Furniture and Interior Decorating (Expomovel '79). 20-29 April 1979.

SYDNEY: 27th NSW Furniture Guild Exhibition. 11-16 May 1979.

BRISBANE: Hardware Promenade '79. 23-27 May 1979.

MELBOURNE: Hardware Trade Fair. 5-7 September 1979.

PARIS: International Hardware Exhibition (Quojem). 23-26 September 1979.

LISBON: 3rd International Exhibition (furniture, decoration, lighting and household ware) (Intercase). 28 September-7 October 1979.

1980

PARIS: International Art of Homemaking Exhibition (Arts Menagers). March 1980.

PARIS: Materials and items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal). April 1980.

PARIS: Exhibition of Interior Furnishings (Paritex). June 1980.

PARIS: International Hardware Exhibition (Quojem). September 1980.

STOCKHOLM: International Carpet Exhibition (Golvex). September 1980.

Gas and oil extraction and distribution including offshore activities

1979

LOS ANGELES: 6th Annual Oil Spill Conference and Instrumentation Equipment and Supplies Exposition. March 1979.

TULSA: International Petroleum Exposition. 10-13 September 1979.

1980

BORDEAUX: International Exhibition on the Exploitation of the Oceans, Offshore Techniques, Shipbuilding, Sea Harbours and Equipments (Oceanexpo). 4-8 March 1980.

Heating and ventilating

1980

ESSEN: Sanitary, Heating Equipment and Air Conditioning Exhibition. 6-9 March 1980.

Horticulture and horticultural equipment

1979

STUTTGART: Public Exhibition for Amateur Gardeners and Flower Lovers (Garden '79). 21-25 February 1979.

MELBOURNE: Garden Week. 19-21 March 1979.

1980

ESSEN: Hobby Gardening Trade Fair. 5-9 March 1980.

Hospital, medical, surgical and dental equipment

1979

SINGAPORE: International Medical and Hospital Equipment Exhibition and Conference (Medic – Asia). 20-24 March 1979.

SOFIA: (Bulmedica '79) Medical Technology in Hospitals and the General Medical Practice.

NUREMBERG: International Orthopaedic Technology Congress and Exhibition. 23-26 May 1979.

BERLIN: International Pharmaceutical and Medico-Technical Exhibition. 5-9 June 1979.

BERLIN: 12th German Congress for Dental Advanced Training. 5-9 June 1979.

BERLIN: 28th German Congress for Medical Advanced Training. 5-9 June 1979.

SYDNEY: 5th Labtronex-Medicare Exhibition and Convention. 17-20 July 1979.

MOSCOW: International Exhibition of Equipment for the Production of Medical Apparatus (Medtechnika). 18-27 July 1979.

BERLIN: Medical Informatics (Berlin '79). 17-20 September 1979.

SINGAPORE: Health Care '79. 19-23 June 1979.

BRUSSELS: International Exhibition of Hospital and Medical Equipment. October 1979.

1980

PARIS: International Exhibition of Optical Goods and Materials (Silmo). May 1980.

Jewellery and giftware

1979

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). January 1979.

VICENZA (ITALY): International Jewellers, Goldsmith and Silversmith Exhibition. 14-21 January 1979.

SYDNEY: 10th International Gift Trade Fair. 17-21 February 1979.

BERLIN: 9th FBK Free Berlin Art Exhibition. 8 April-6 May 1979.

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). September 1979.

SYDNEY: Spring Gift Fair. September 1979.

1980

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). January 1980.

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). September 1980.

Leather, leather goods and fur

1979

PARIS: Leathergoods and Luggage Exhibition. 7-11 January 1979.

FRANKFURT: International Fur Trade Fair. 25-29 April 1979.

SOFIA: Machines and Equipment for the Textile Clothing, Shoe and Leather Goods Industry. (Bultexma '79). 15-18 May 1979.

1980

PARIS: International Fur Trade Exhibition. April 1980.

CAIRO: International Exhibition of Leather Industry and Leather products. October 1980.

Motor vehicles, motor cycles and cycles

1979

BRUSSELS: International Motor Show (Commercial Vehicles). January 1979.

STUTTGART – FUNKTURM: 20th Second Hand Car Market. 15-18 February 1979.

BUCHAREST: Auto Service. 17-20 April 1979.

BRAGA (PORTUGAL): International Show of Motor Vehicle Components (Siav '79). 2-10 June 1979.

BRAGA (PORTUGAL): International Show of Machine Tools and new techniques for the motor vehicle industry (Tecniauto '79). 2-10 June 1979.

ALBURY (NSW): International Trade Fair and Motor Show. 17-21 July 1979.

MELBOURNE: Motor parts Accessories and Equipment Show. 12-16 September 1979.

1980

BELGRADE: International Motor Show. April 1980.

Office machinery and equipment

1979

SENEGAL: Datar Packaging and Handling Trade Fair. 29 January-3 February 1979.

MOSCOW: International Exhibition of Automated Systems for Scientific and Technical Information (Informtechnika). 14-23 February 1979.

SOFIA: Office and Organisation Technology Data Processing (Bulorga '79). 7-10 May 1979.

ZAGREB: International Exhibition of Data Processing Systems and Office Equipment (Interbiro). October 1979.

BERLIN: Exhibition of the Office Industry (Buro-data Berlin '79). 10-13 October 1979.

1980

BRUSSELS: International Fair for Office Equipment and Data Processing (Bureau). September 1980.

ZAGREB: International Exhibition of Data Processing Systems and Office Equipment (Interbiro). October 1980.

STUTTGART: National Office Trade Exhibition (das moderne buro). 23-27 September 1980.

Packaging machinery and materials including containers

1979

BRUSSELS: International Packaging Exhibition (Propack). 13-18 February 1979.

MELBOURNE: National Material Handling Exhibition. 2-6 April 1979.

SOFIA: Packing and Materials Handling Technology (Bulpack '79). 15-18 May 1979.

POZNAN: International Packaging, Handling and Storage Equipment Exhibition (Taropak). 14-19 October 1979.

Pottery and glass

1979

VICENZA (ITALY): International Ceramic, Porcelain and Glass Exhibition. 10-13 February.

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE). March 1979.

1980

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE). April 1980.

Printing, stationery and printing machinery

1979

PARIS: International Professional Stationery Exhibition (Sippa). 2-5 February 1979.

PRAGUE: International Reprographic Fair (Repro). 14-17 June 1979.

POZNAN: International Exhibition of Printing Machines (Poligrafia). 14-19 October 1979.

1980

PARIS: International Professional Stationery Show (Sippa). February 1980.

4 OTHER OVERSEAS FAIRS

Scientific instruments and nuclear equipment

1979

PRAGUE: International Specialised Exhibition and Symposium of Measuring and Control Techniques and Automatics (Praha). April 1979.

BUCHAREST: Nuclear Techniques. 5-8 June 1979.

1980

BORDEAUX: International Exhibition and Colloquimon on Nuclear Techniques and new Sources of Energy (Energiexpo). January 1980.

Ships and boats

1979

STOCKHOLM: International Boat Show. 28 February-4 March 1979.

OSLO: International Shipping Exhibition (Nor-Shipping). 7-12 May 1979.

MELBOURNE: Sailboat '79. 23-27 May 1979.

SYDNEY: Boating Exhibitions (Abtec '79). 11-14 June 1979.

SINGAPORE: Marintec Asia. 11-15 June 1979.

MELBOURNE: The Herald National Boat Show and Camping Display '79. 30 June-8 July 1979.

WAYVILLE (SOUTH AUSTRALIA): Adelaide Boat Show. 12-16 July 1979.

HOBART: Boat, Leisure, Pleasure Show. August 1979.

SYDNEY: 12th Sydney International Boat Show. 3-8 August 1979.

FRIEDRICHSHAFEN: International Boat Show (Interboat). 29 September-7 October 1979.

1980

HAMBURG: Ship and Machinery Exhibition. September 1980.

Sports goods and camping equipment, including caravans

1979

STUTTGART: International Exhibition for Caravans, Motors and Tourism (CMT). 20-28 January 1979.

MUNICH: Caravan, Boat and Accessories Exhibition. 3-11 February 1979.

GRENOBLE: International Winter Sports Equipment Trade Show. 3-6 February 1979.

MELBOURNE: World Sports Expo '79. 15-27 February 1979.

BERLIN: Boat, Sports and Recreation Exhibition BSF. 3-11 March 1979.

ESSEN: German Camping Exhibition and International Exhibition of Mobilehomes. 24 March-1 April 1979.

BRISBANE: Caravan Show. 28 March-2 April 1979.

MELBOURNE: Caravan and Camping Show. 10-16 May 1979.

SYDNEY: Leisure Wheels '79. 25-30 May 1979.

MELBOURNE: Poolside '79. 18-26 June 1979.

PARIS: Sports and Leisure Exhibition (Sisel). 9-11 September 1979.

PARIS: Professional and International Show of Open Air Sports and Pastime Articles (Sisel). September 1979.

ESSEN: International Caravan Exhibition. 29 September-7 October 1979.

PARIS: International Caravan Exhibition. 4-14 October 1979.

ZURICH: Swimming Pools and Sporting Equipment (Swissfit). 27 November-1 December 1979.

ESSEN: International Sports and Racing Cars Show. 29 November-7 December 1980.

1980

STUTTGART: International Exhibition for Caravans, Motors and Tourism (CMT 80). 19-27 January 1980.

GRENOBLE: International Winter Sports Exhibition (SIG). March 1980.

ESSEN: German Camping Exhibition and International Exhibition of Mobilehomes. 22-30 March 1980.

PARIS: Professional and International Show of Open Air Sports and Pastimes Articles (Sisel). September 1980.

ESSEN: International Caravan Exhibition. 27 September-5 October 1980.

PARIS: International Caravan Exhibition. October 1980.

ESSEN: International Sports and Racing Cars Show. 1-9 December 1979.

Textiles and textile machinery

1979

LISBON: International exhibition textiles and fashion wear (Filtextil) and (Filmoda). 29 March-3 April 1979.

LISBON: 1st International Salon Infancy and Youth (Juventus). 27 April-6 May 1979.

THESSALONIKI: International Fairs of Textile and Ready-to-Wear Fair (Textilia '79). 24-28 May 1979.

OPORTO: Portuguese Textile Week (PORTEX '79). 17-21, September 1979.

THESSALONIKI: International Fair of Textile and Ready-to-Wear Fair (Textilia '79). 25-29 November 1979.

Toys and games

1979

PARIS: International Toys and Games Exhibition. February 1979.

MELBOURNE: Australian Toy Fair '79 – Inc Games and Sporting Goods. 8-11 July 1979.

1980

PARIS: International Toy Fair. February 1980.

Watches and clocks

1979

SYDNEY: 4th International Watch, Clock and Jewellery Trade Fair. 17-21 February 1979.

MUNICH: International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with their Manufacturing Equipment. 10-13 February 1979.

MELBOURNE: 4th Melbourne Watch, Clock and Jewellery Trade Fair. August 1979.

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1979

MANILA: 2nd Recycling World Congress and Exhibition. 19-22 March 1979.

BUCHAREST: Prevention of Pollution. 22-25 May 1979.

Other specialised fairs

1979

LISBON: 1st Mediterranean and Latin countries tourist exhibition (Meditour '79) (Meditour). 20-25 February 1979.

LISBON: 2nd International Exhbition (Hotel trade, leisure, boat and sports show) (Filtel). 20-25 February 1979.

BERLIN: 13th International Tourism-Exchange ITB. 3-11 March 1979.

PARIS: (Le Bourget) Technical Assembly Days. March 1979.

PARIS: ASSEMBLAGEXPO. March 1979.

BRISBANE: Queensland Truck Show. 14-17 March 1979.

SYDNEY: 1st Australian Technology Resources Exchange Fair. 27-30 March 1979.

ESSEN: Convention and Cycle Made Exhibition. 17-18 March 1979.

BAGHDAD: Capital Goods Fair. March 1979.

BERLIN: 6th International Collectors Exchange ISAB. 31 March-1 April 1979.

MUNICH: International Light Industries and Handicrafts Fair (IHM). 17-25 March 1979.

OPORTO: 3rd International Exhibition of Educational Material for Children and Teenagers and Sports Goods (Expo-Imaijude III). 9-18 March 1979.

ZAGREB: International Fair of Transport Communications and Mechanical Handling. April 1979.

PARIS: ENERGIEXPO. 2-6 April 1979.

PARIS: INOVA. 2-7 April 1979.

BUCHAREST: Fittings and Pumps. 10-13 April 1979.

CHICAGO: Energy and Home Improvement Fair. 18-22 April 1979.

STUTTGART: International Collectors' Fair (ISA '79). 28 April-2 May 1979.

MELBOURNE: Exhibition and Seminar (Interclean '79). 28 April-1 May 1979.

DALLAS: Supermarket Industry Convention. 6-9 May 1979.

MOSCOW: International Exhibition of Passenger Service and Airport Operation. 22-31 May 1979.

DONETSK: 8th International Coal Preparation Congress and Exhibition. 22-31 May 1979.

STUTTGART: International Viniculture and Cellar Management Exhibition (Intervitis '79). 23-29 May 1979.

ATHENS: The Translink Exchange (Translink '79). 24-28 May 1979.

MOSCOW: International Exhibition for Land Reclamation (Melioracia). 24 May-3 June 1979.

ATLANTA: International Solar Energy Show. 28 May-1 June 1979.

BUCHAREST: Computing Techniques. 12-15 June 1979.

MOSCOW: International Exhibition of Veterinary Preparations, Instruments and Equipment. 21st Veterinary Congress. 3-14 July 1979.

PADDINGTON (New South Wales): International Education Exhibition and Seminar (Edicare '79). 16-20 July 1979.

MELBOURNE: The Suns News-Pictorial International Home Show. 18-26 August 1979.

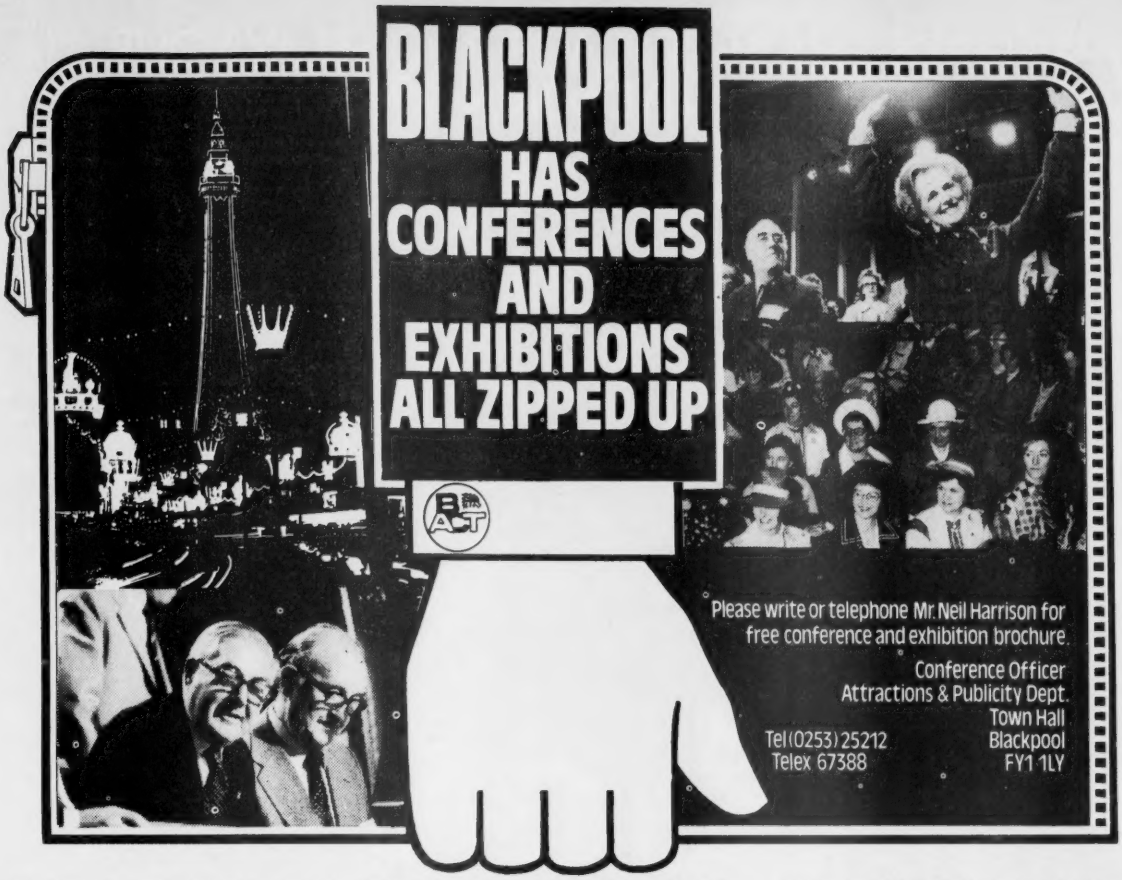
BERLIN: Modern Living with Antiques (Antiqua '79). 1-9 September 1979.

PARIS: International Exhibition of Prevention Safety and Protection of Mankind Environment and Property (Eurcprotection). September 1979.

ESSEN: 4th International Trade Exhibition for Home and Supplies (DIY '79). 12-16 September 1979.

ISTANBUL: International Mining Exhibition. 15-22 September 1979.

SYDNEY: The International Pet and Gardening Products Trade Fair. 16-18 September 1979.



BERLIN: 17th Overseas Import Fair (Partners for Progress). 19-23 September 1979.

STUTTGART: Security and Safety for all (Sponsored by German Federation Government, Exhibition of Equipment used by Firebrigades, Police and Emergency Services. 26-30 September 1979.

STUTTGART: Innotex '79. 26-30 September 1979.

SYDNEY: 'Telegraph' Homes Show. 26 September-1 October 1979.

JOHANNESBURG: Business Efficiency Fair. 26 September-3 October 1979.

PARIS: Do-it-Yourself Exhibition (Bricolage). October 1979.

PARIS: International Exhibition of Cinema, Theatre and Convention Hall Equipment (Cisco). October 1979.

STUTTGART: Faresa/Fatrama/Mehana: 3 Associated Exhibitions for Automatic Production and Assembly Line Techniques, Manufacturers of Material Handling Equipment and Metalworking and Craft Industries. 6-10 October 1979.

BUDAPEST: 2nd International Exhibition of Environmental Protection (Protenvita '79). 23-28 October 1979.

HOUSTON: Coal Technology '79. 6-7 November 1979.

HOUSTON: Coal Technology '79. 7-9 November 1979.

ESSEN: International Dog Show. 10-11 November 1979.

BERLIN: Hobbies, Pets and Plants. 21-25 November 1979.

LISBON: 1st International Salon for the promotion of development of Iberian Trade Portuguese and Spanish joint venture design, equipment, economy, tourist trade etc, (Iberica '79). 4-9 December 1979.

PARIS: International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo – Amusexpo). 11-14 December 1979.

1980

CINCINNATI: Garden Industry of America Conference and Trade Show. 15-17 September 1979.

ESSEN: International Exhibition for Metalworking Equipment (Fameta '80). 1-12 February 1980.

BORDEAU: OCEANEXPO. March 1980.

ESSEN: Convention and Cycle Made Exhibition. 15-16 March 1980.

PARIS: International Exhibition of Advanced Transported Schemes (Transportexpo). 15-19 April 1980.

ST LOUIS: American Foundrymens Society Casting Congress and Exposition. 21-25 April 1980.

AMSTERDAM: International Safety Exhibition and 9th World Congress. 6-9 May 1980.

STUTTGART: 5th International Trade Exhibition for Home Improvement Supplies (DIY '80). 10-14 September 1980.

GENEVA: The International Exposition (Anti-Terreur). 26-29 September 1980.

STUTTGART: International Trade Exhibition for Swimming pools, health and medical baths and saunas (Interbad '80). 8-12 October 1980.

CAIRO: International Educational Fair (Didarabia). October 1980.

PARIS: Do-it-Yourself Exhibition (Bricolage). November 1980.

ESSEN: International Dog Show. 15-16 November 1980.

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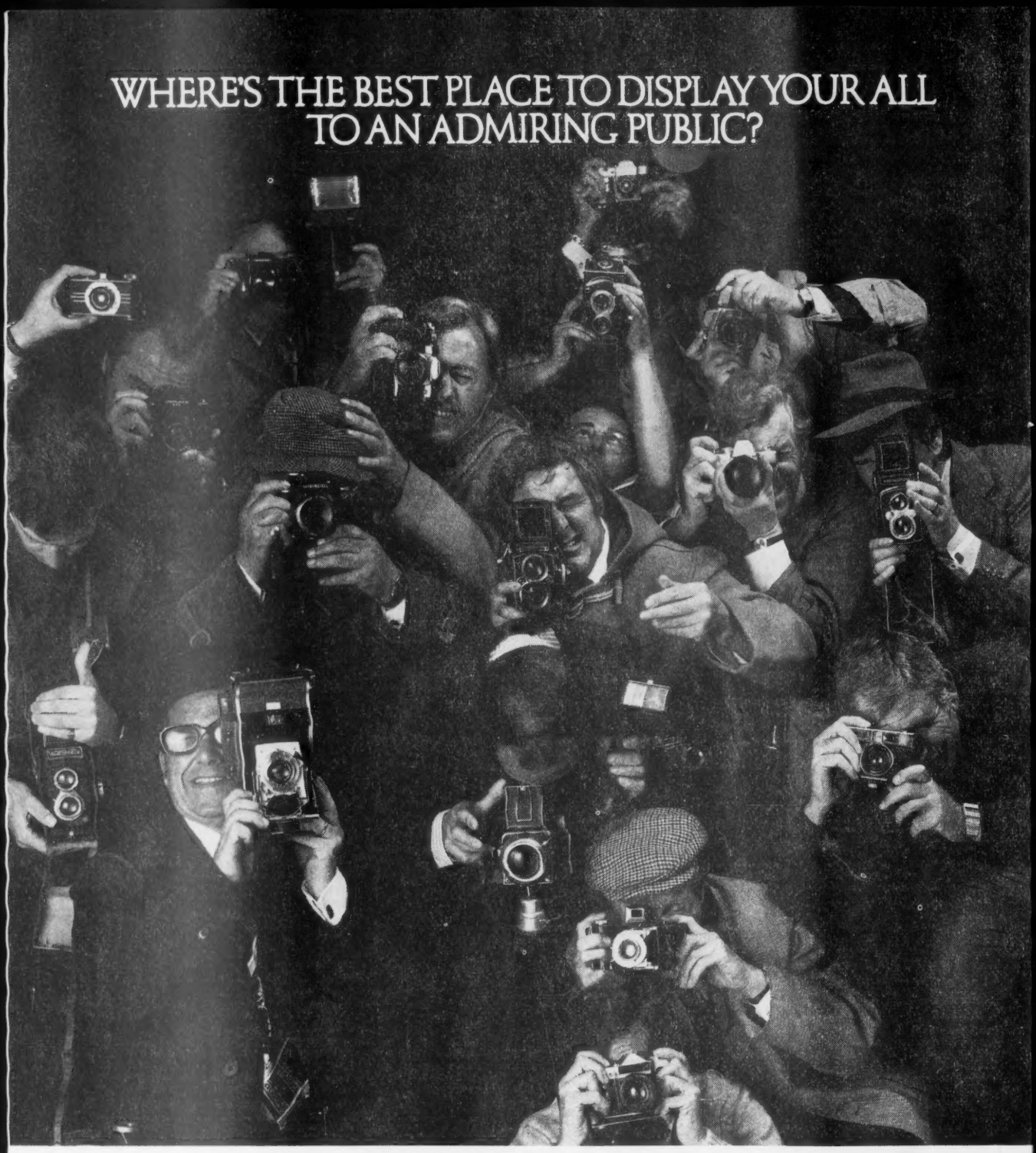

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5

UK FAIRS

UK fairs: general inquiries contact 01-248 5757 ext. 7109.

* Event held annually at approximately the time stated.

† Event held in alternate years at approximately the time stated.

Agriculture, forestry, fishing and agricultural machinery

1979

STOKE MANDEVILLE: BOCM Silcock's European Poultry Fair. 23-24 May 1979. At BOCM Silcock's Development Farm. * Apply BOCM Silcock Ltd. Risborough Road, Stoke Mandeville, Bucks HP22 5XW (Aylesbury (0296) 612661).

BELFAST: 112th Annual Show and Industrial Exhibition. 23-26 May 1979. At Balmoral Showground. * Apply Royal Ulster Agricultural Society, King's Hall, Balmoral, Belfast BT9 6GW (Belfast 665225).

SHEPTON MALLET: Royal and West Show. 30 May-2 June 1979. At Showground. * Apply Royal Bath and West and Southern Counties Society, Showground, Shepton Mallett, Somerset BA4 6QN (Shepton Mallett (0749) 3366).

MALVERN: Three Counties Agricultural Show. 12-14 June 1979. At Showground. * Apply Secretary, Three Counties Agricultural Society, The Showground, Malvern, Worcs WR13 6NN (Malvern 61731).

EDINBURGH: Royal Highland Show. 18-21 June 1979. At Royal Highland Showground, Ingliston. * Apply Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NF (Edinburgh (031) 333 2444).

NORWICH: Royal Norfolk Show. 27-28 June 1979. At Showground. New Costessey. * Apply Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, Norfolk NOR 45J (Norwich (0603) 742000).

KENILWORTH: Royal International Agricultural Show. 2-5 July 1979. At National Agricultural Centre. * Apply Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwicks CV8 2LG (Coventry 56151).

HARROGATE: Great Yorkshire Show. 10-12 July 1979. At The Showground. * Apply Major-General G. de E. Collin, Yorkshire Agricultural Society, Hookstone Oval, Harrogate, North Yorkshire, HG2 8PW (Harrogate 61536).

BUILTH WELLS: Royal Welsh Show. 24-26 July 1979. At Showground, Llanelwedd. * Apply Royal Welsh Agricultural Society Ltd, Llanelwedd, Builth Wells, Powys, Wales LD2 3SY (Builth Wells 3683).

KENILWORTH: Dairy Farming Event '79. 19-20 September 1979. At National Agricultural Centre. * Apply Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (01-723 8021).

LONDON: Royal Smithfield Show and Agricultural Machinery Exhibition. 3-7 December 1979. At Earls Court. * Apply Smithfield Show Joint Committee, S.M.M.T., 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

Books and periodicals

1979

LONDON: The London Book Fair. 8-9 October 1979. At Grosvenor House Hotel. * Apply Exhibition Manager, CBL Publishing Development Ltd, 16 Pembridge Road, London W11 3HL (01-229 1825).

Building, public works and construction equipment

1979

HATFIELD: SED (Site Equipment Demonstration). 24-26 April 1979. At Hatfield Demonstration Site. * Apply IPC Building and Contract Journals Ltd, Surrey House, 1 Throwley Way, Sutton, Surrey SM1 4QQ (01-643 8040).

LONDON: The London Building Products and Services Exhibition. 21-24 May 1979. At Olympia. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

BIRMINGHAM: INTERBUILD (38th International Building and Construction Exhibition). 2-8 December 1979. At National Exhibition Centre. † Apply The Building Trades Exhibition Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Chemicals and allied industries, including plastics

1979

LONDON: 'OCCA-31' (31st Technical Exhibition of the Oil and Colour Chemists' Association). 3-6 April 1979. At Alexandra Palace. * Apply Oil and Colour Chemists' Association, 967 Harrow Road, Wembley, Middlesex HA0 2SF (01-908 1086).

1980

BRIGHTON: INTERPHEX (International Exhibition for the Pharmaceutical, Cosmetics, Toiletry, Perfumery and Allied Industries). 10-13 June 1980. At Metropole Exhibition Centre. * Apply BPS Exhibitions Ltd, 4 Seaford Court, 220/222 Great Portland Street, London W1N 5HH (01-388 2117).

Clothing

1979

LONDON: International Knitwear Fair. THIS EVENT POSTPONED.

LONDON: IMBEX '79 (International Men's and Boy's Wear Exhibition). 18-22 February 1979. At Olympia. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

LONDON: British Menswear Guild Exhibition. 19-21 February 1979. At Hilton Hotel. * Apply British Menswear Guild. 16-21 Sackville Street, London W1X 1DE (01-434 1894).

LONDON: 54th Junior Fashion Fair. 18-22 March 1979. At Westminster Exhibition Centre. * Apply National Children's Wear Association, 40-42 Oxford Street, London W1N 9FJ (01-636 1833).

LONDON: London Fashion Exhibition. 2-5 April 1979. At Olympia. * Apply Philbeach Events Ltd, Earls Court Exhibition Centre, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: The London Collections. 3-6 April 1979. At Hotel Inter-Continental. * Apply Fashion Promotions, 32/34 Wellington Street, London WC2E 7BD (01-836 7342).

LONDON: The London Designer Collections. 3-6 April 1979. At Inn-on-the-Park Hotel. * Apply London Designer Collections, 36 Beauchamp Place, London SW3 1NU (01-581 2931).

LONDON: MAB International Menswear Fair. 16-19 September 1979. At Earls Court. * Apply MAB International Menswear Fair Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Display and shop equipment

1979

BIRMINGHAM: SHOPEX INTERNATIONAL (International Self-Service, Display Equipment and Shopfitting Exhibition). 3-7 June 1979. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

Engineering, electrical and electronic, including radio and television

1979

LONDON: LIGHTSHOW '79. 28 January-1 February 1979. At Olympia. * Apply Decorative Lighting Association Ltd, Moelfre, Anglesey LL72 8LN (024-888 396).

LONDON: All Electronic Show. 27 February-1 March 1979. At Grosvenor House. * Apply Ars Electronica Ltd, 34-36 High Street, Saffron Walden, Essex (Saffron Walden (0799) 22612).

LONDON: Audio Visual '79. 23-26 April 1979. At Wembley Conference Centre. * Apply Maclaren Exhibitions Ltd, PO Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

LONDON: High Fidelity '79 Spring Exhibition. 24-29 April 1979. At Cunard International Hotel, Hammersmith. * Apply Emberworth Ltd, London House, Oxford Road, Stokenchurch, Bucks HP14 3SX (Radnage (024 026) 2674).

LONDON: 'APRS '79' (International Exhibition of Professional Recording Equipment). 20-22 June 1979. At Connaught Rooms, London WC2. * Apply Association of Professional Recording Studios, 23 Chestnut Avenue, Chorleywood, Herts WD3 4HA (Rickmansworth (87) 72907).

LONDON: TRANSDUCER '79 and TESTMEX '79 (Transducer Exhibition + Electronic Test and Measuring Instrumentation Exhibition). 19-21 June 1979. At Wembley Conference Centre. Apply Trident International Exhibitions Ltd, Abbey Mead House, 23a Plymouth Road, Tavistock, Devon PL19 8AU (Tavistock (0822) 4671).

BRIGHTON: Microwave '79 Exhibition and 9th European Microwave Conference. 17-20 September 1979. At The Brighton Centre. † Apply Microwave Exhibitions and Publishers Ltd, Temple House, 36 High Street, Sevenoaks, Kent TN13 1JG (Sevenoaks (0732) 59533).

LONDON: Control and Instrumentation Exhibition. 11-13 September 1979. At West Centre Hotel. NOTE CORRECT DATES AND VENUE. † Apply Morgan-Grampian Ltd, 30 Calderwood Street, London SE18 6QH (01-855 7777).

BRIGHTON: INTERNEPCON/UK '79 and International Microelectronics Exhibition. 18-20 October 1979. At Metropole Exhibition Centre. * Apply Kiver Communications Ltd, Millbank House, 171-185 Ewell Road, Surbiton, Surrey KT6 6AX (01-390 0281).

LONDON: ELECTRONICS '79 (Electronic Components Industry Fair). 20-23 November 1979. At Olympia. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

1980

BIRMINGHAM: IEA/ELECTREX (International Electrical Electronic and Instrument Exhibition). 25-29 February 1980. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Engineering, other

1979

BIRMINGHAM: POWTECH (International Powder Technology and Bulk Solids Exhibition and Conference). 6-9 March 1979. At National Exhibition Centre. † Apply Specialist Exhibitions Ltd, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (01-686 5741).

LONDON: TUNNELLING '79 International Exhibition. 13-16 March 1979. At Cunard International Hotel. Apply Christopher Bradley Ltd, 78 Vineyard Hill Rd, Wimbledon Park, London SW19 7JJ (01-946 3471).

BIRMINGHAM: 'INSPEX' (International Engineering Inspection and Quality Control Exhibition). 2-6 April 1979. At National Exhibition Centre. † Apply BCE (INSPEX) Ltd, 153 St Paul's Wood Hill, Orpington, Kent BR5 2SR (01-300 3200).

LONDON: SHD '79 (Storage, Handling and Distribution Exhibition). 23-27 April 1979. At Earls Court. * Apply Turret Press Ltd, 886 High Road, Finchley, London N12 9SB (01-446 2411).

BRIGHTON: TRAFFEX (Traffic Engineering and Road Safety Exhibition). 24-26 April 1979. At Metropole Exhibition Centre. † Apply Printerhall Ltd, 29 Newman Street, London W1P 3PE (01-636 3956).

BIRMINGHAM: 'WELDEX' (International Welding, Cutting and Metal Fabrication Exhibition). 24-28 September 1979. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands B91 2BG (Birmingham (021) 705 6707).

5 UK FAIRS

BIRMINGHAM: PEMEC (Factory Management Show and Conference). 22-26 October 1979. At National Exhibition Centre. * Apply Clapp and Poliak Europe Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

1980

BIRMINGHAM: IPHEX (International Pneumatics and Hydraulics Exhibition incorporating Compressors and Power Transmission Equipment). 25-29 February 1980. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

BIRMINGHAM: SUBCON (Exhibitions for the Subcontracting Industries). 28 April-2 May 1980. At National Exhibition Centre. † Apply Interbuild Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

BIRMINGHAM: MACH '80 (International Exhibition of Machine Tools, Gauges and Tooling). 22 April-2 May 1980. At National Exhibition Centre. Apply Machine Tool Trades Association, 62 Bayswater Road, London W2 3PH (01-402 6674).

BIRMINGHAM: International Materials Handling Exhibition. 2-7 June 1980. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Foodstuffs, food machinery, hotel and catering equipment

1979

GLASGOW: Scottish Hotel, Catering and Licensed Trade Exhibition. 2-6 April 1979. NOTE CHANGE OF DATES. At Kelvin Hall. † Apply Scottish Industrial and Trade Exhibitions Ltd, 24 Hartington Place, Edinburgh EH10 4LE (Edinburgh (031) 229 6412).

LEICESTER: International Food Wine and Kitchen Exhibition. 23-28 April 1979. At Granby Halls. * Apply Antenas Ltd, 55 West Street, Marlow, Bucks SL7 2LF (Marlow (06284) 2442).

HARROGATE: The National Meat Trades Fair. 13-16 May 1979. At Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

LONDON: DELEX '79 (Delicatessen International Exhibition). 14-17 May 1979. At Westminster Exhibition Centre. † Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regents Park, London NW1 4LH (01-935 8200).

BIRMINGHAM: NALVEX '79 (National Licensed Victuallers and Caterers Exhibition). 21-24 May 1979. At National Exhibition Centre. * Apply L. V. Exhibitions, The Morning Advertiser, 57 Effra Road, London SW2 1DA (01-733 3186).

LONDON: Frozen Foods and Freezer Festival. 30 September-3 October 1979. At West Centre Hotel. * Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4Y 8EB (01-353 4885).

Footwear

1979

BIRMINGHAM: British International Footwear Fair– Birmingham. 18-20 March 1979. At National Exhibition Centre. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

UK Fairs – general inquiries contact

01-248 5757 ext. 7109

Furniture, furnishings, household equipment and hardware

1979

BIRMINGHAM: International Spring Fair. 4-8 February 1979. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

BRIGHTON: INFEX '79 (International Floorcoverings Exhibition). 5-8 February 1979. At Metropole Exhibition Centre. * Apply Norcro Exhibitions Ltd, 30 Southgate, Chichester, Sussex PO19 1DP (Chichester (0243) 88423).

LONDON: Daily Mail Ideal Home Exhibition. 6-31 March 1979. NOTE PRESS DAY 5 MARCH. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

LONDON: The London Furniture Show. 20-24 May 1979. At Olympia. * Apply Philbeach Events Ltd, Earls Court Exhibition Centre, Warwick Road, London SW5 9TA (01-385 1200).

BIRMINGHAM: DECOR INTERNATIONAL (International Contract Furnishing and Interior Design Exhibition). 3-7 June 1979. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

HARROGATE: International Carpet Fair. 4-7 September 1979. At Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

BIRMINGHAM: Birmingham International Ideal Homes Show. 6-23 September 1979. NOTE CORRECT DATES. At National Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

BIRMINGHAM: International Furniture Show. 13-18 November 1979. NOTE: 13-15 NOVEMBER TRADE/PRESS ONLY. At National Exhibition Centre. * Apply BFM Exhibitions Ltd, 30 Harcourt Street, London W1H 2AA (01-724 0851).

Gas and oil extraction and distribution including offshore activities

1979

BRIGHTON: R. & M. '79 (Offshore Repair and Maintenance Services and Equipment Exhibition and Conference). 14-16 March 1979. At Metropole Exhibition Centre. † Apply Maclean-Hunter Ltd, 30 Old Burlington Street, London W1X 2AE (01-437 0644).

ABERDEEN: Offshore Europe '79 Exhibition. 3-7 September 1979. At Bridge of Don Showground. † Apply Spearhead Exhibitions Ltd, Rowe House, 55/59 Fife Road, Kingston-upon-Thames, Surrey KT1 1TA (01-549 5831).

Heating and ventilating

1980

BIRMINGHAM: HEVAC (International Heating, Ventilating and Air Conditioning Exhibition). 19-23 May 1980. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Horticulture and horticultural equipment

1979

NEW MALDEN: International Groundsmans Exhibition. 11-13 September 1979. At Motspur Park. * Apply Institute of Groundsmanship, 108a Chessington Rd, West Ewell, Surrey KT19 9UR (01-393 8027).

BIRMINGHAM: GLEE (International Garden and Leisure Exhibition). 7-10 October 1979. At National Exhibition Centre. * Apply Inter Garden Promotions Ltd, Columbia House, 69 Aldwych, London WC2B 4DY (01-405 9292).

Hospital, medical, surgical and dental equipment

1979

LONDON: NAIDEX '79 (National Aids for the Disabled Exhibition). 20-23 November 1979. At Wembley Conference Centre. * Apply Naidex Conventions Ltd, Temple House, 36 High Street, Sevenoaks, Kent TN13 1JG (Sevenoaks (0732) 59533).

Jewellery and giftware

1979

BIRMINGHAM: International Spring Fair. 4-8 February 1979. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

GLASGOW: Scottish Gifts Fair. 18-22 February 1979. At Kelvin Hall. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: Annual British Exhibition of Fine Jewellery and Sterling Silver. 1-5 April 1979. At Goldsmiths' Hall, Foster Lane, London EC2. * Apply Organising Exhibition Committee, Administrative Office, c/o Condor Public Relations Ltd, 299 Oxford Street, London W1R 1LA (01-499 7324).

LONDON: International Gifts Fair. 29 July-2 August 1979. At Olympia. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: Wholesale Buyer's Gifts Fair. 25-29 November 1979. At Mount Royal and Mostyn Hotels. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

Leather, leather goods

1979

LONDON: Leatherwear International. 2-5 April 1979. At Olympia. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

BIRMINGHAM: Leather and Associated Trades Show. 24-26 April 1979. At National Exhibition Centre. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

Motor vehicles, motor cycles and cycles

1979

LONDON: AUTOQUIP Exhibition. 11-15 March 1979. At Wembley Conference Centre. * Apply SMMT Ltd, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

LONDON: Motor Cycle Show. 25 August-1 September 1979. Earls Court. * Apply Motor Cycle Association of Great Britain Ltd, Starley House, Coventry CV1 2FH, Warwicks (Coventry (0203) 27427).

LONDON: AUTOPARTAC '79 (International Automotive Parts and Accessories Trade Show). 20-24 October 1979. At West Centre Hotel. * Apply Auto Accessory Retailer, PO Box 4, 22a London End, Beaconsfield, Bucks HP9 2JQ (Beaconsfield 71246).

Music and musical instruments

1979

LONDON: British Musical Instrument Trade Fair. 27 July-1 August 1979. NOTE: 29 JULY-1 AUGUST TRADE ONLY. At Olympia. * Apply Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (01-428 4700).

Office machinery and equipment

1979

LONDON: MICROFORUM Exhibition and Conference. 26-29 June 1979. At Wembley Conference Centre. * Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

LONDON: International Word Processing Exhibition and Conference. 13-16 July 1979. At Wembley Conference Centre. * Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

BIRMINGHAM: International Business Show. 23 October-1 November 1979. At National Exhibition Centre. † Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

Packaging machinery and materials, including containers

1979

LONDON: FIE FOODPACK (11th International Food Industries Exhibition). 22-23 November 1979. At Olympia. Apply BPS Exhibitions Ltd, 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (01-388 2117).

1980

BIRMINGHAM: BREWEX '80 (International Brewing, Bottling and Allied Trades Exhibition). 17-21 March 1980. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

BIRMINGHAM: PAKEX '80 (International Packaging Exhibition). 17-21 March 1980. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Photographic equipment

1979

LONDON: Photography At Work Exhibition. 19-27 February 1979. At Wembley Conference Centre. * Apply Maclaren Exhibitions, Davis House, PO Box 109, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

LONDON: FILM '79 (International Technology Conference and Exhibition). 2-6 July 1979. At Royal Lancaster Hotel. * Apply British Kinematograph, Sound and Television Society, 110-112 Victoria House, Vernon Place, London WC1B 4DJ (01-242 8400).

LONDON: Photolab Expo '79. 5-8 November 1979. At Alexandra Palace. * Apply Association of Photographic Laboratories, 50 Great Russell Street, London WC1B 3BA (01-405 2762).

Printing, stationery and printing machinery

1980

BIRMINGHAM: IPEX '80 (International Printing Machinery and Allied Trades Exhibition). 11-19 September 1980. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Scientific instruments and nuclear equipment

1979

BIRMINGHAM: LABEX (International Laboratory and Medical Diagnostic Instruments and Equipment Exhibition). 12-16 March 1979. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

1980

LONDON: LABWARE 80 (Laboratory Equipment Exhibition). 22-24 April 1980. At Westminster Exhibition Centre. † Apply Labware Promotions Ltd, 28 Worple Road, Wimbledon, London SW19 4EE (01-947 5733).

Ships and boats

1979

BIRMINGHAM: Boat and Leisure Show. 17-25 February 1979. At National Exhibition Centre. Apply The Birmingham Boat Show Ltd, 28 Colmore Circus, Birmingham B4 6AX (Birmingham (021) 236 3366).

SOUTHAMPTON: International Boat Show. 17-22 September 1979. At Mayflower Park. * Apply Artman Exhibitions, Exmoor House, Methuen Street, Southampton SO2 0FQ (Southampton (0703) 32348).

Sports goods and camping equipment, including caravans

1979

BIRMINGHAM: ISLE (International Sports and Leisure Exhibition). 30 September-3 October 1979. At National Exhibition Centre. * Apply Federation of British Manufacturers of Sports and Games Ltd, 145 Oxford Street, London W1R 1TB (01-437 7281).

HARROGATE: Camping Trades Fair. 4-7 November 1979. At Exhibition Centre. * Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

LONDON: Caravan Camping Holiday Show. 9-19 November 1979. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

Textiles and textile machinery

1979

BRIGHTON: KNITSEW '79 (National Knitting and Sewing Trades Exhibition). 25-28 February 1979. At Metropole Exhibition Centre. * Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (0xted (08833) 4371).

BIRMINGHAM: DACTEX (International Domestic and Contract Textiles Exhibition). 11-15 November 1979. At National Exhibition Centre. * Apply Exhibition Managements Ltd, Unit 2, Central Park Estate, Staines Road, Hounslow TW4 5DT (01-572 2121).

Toys and games

1979

LONDON: British Toy and Hobby Fair. 27-31 January 1979. At Earls Court. * Apply British Toy Fairs (International) Ltd, 80 Camberwell Road, London SE5 0EG (01-701 7271).

BRIGHTON: Toy Fair. 18-21 March 1979. PLEASE NOTE CORRECT DATES. At Brighton Centre and Metropole Exhibition Centre. * Apply Toy Exhibitions (Southern) Ltd, 3 Rothesay Drive, Highcliffe, Christchurch, Dorset (Highcliffe (042 52) 72711).

LONDON: International Craft and Hobby Fair. 19-23 August 1979. At Wembley Conference Centre. * Apply International Craft and Hobby Fair Ltd, 3 Rothesay Drive, Highcliffe, Christchurch, Dorset (Highcliffe (042 52) 72711).

Watches and clocks

1979

LONDON: International Watch and Jewellery Trade Fair. 2-6 September 1979. At Earls Court. Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1979

LONDON: 'DUSTEX '79' (Dust Control, Air Filtration and Gas Cleaning Exhibition). 18-21 September 1979. At Olympia. † Apply Technology Exhibitions Ltd, 1 Katharine Street, Croydon, Surrey CR9 1LB (01-686 6339).

LONDON: 'FILTECH '79' (International Filtration and Separation Exhibition). 18-21 September 1979. At Olympia. † Apply Filtech Exhibitions Ltd, 1 Katharine Street, Croydon, Surrey CR9 1LB (01-686 6339).

1980

LONDON: ISWA (International World Waste Congress). 16-20 June 1980. At Wembley Conference Centre. Apply Institute of Solid Waste Management, 28 Portland Place, London W1N 4DE (01-580 5324).

Other specialised fairs

1979

BIRMINGHAM: The Energy Show. 19-25 February 1979. At National Exhibition Centre. † Apply Trident International Exhibitions Ltd, Abbey Mead House, 23a Plymouth Road, Tavistock, Devon PL19 8AU (Tavistock (0822) 4671).

LONDON: STAMPEX '79 (National Stamp Exhibition). 27 February-2 March 1979. At Westminster Exhibition Centre. * Apply Stampex Ltd, 27 John Adam Street, London WC2N 6HZ (01-930 6465).

HARROGATE: British Pet Industry Exhibition. 22-23 April 1979. At Exhibition Centre. * Apply 'Pet Store Trader', Old Colony House, South King Street, Manchester M2 2DA (Manchester (061) 834 8451).

LONDON: IFSSEC '79 (International Fire, Security and Safety Exhibition and Conference). 23-27 April 1979. At Olympia. * Apply Victor Green Publications Ltd, 106 Hampstead Road, London NW1 2LS (01-388 7661).

LONDON: EUCEPA '79 (European Cellulose and Paper Association International Conference and Exhibition). 21-24 May 1979. At Connaught Rooms and Waldorf Hotel. Apply James Brewster Associates Ltd, 97-99 Park Street, London W1Y 4NJ (01-408 2104).

LONDON: Fine Arts and Antiques Fair. 8-16 June 1979. At Olympia. * Apply Philbeach Events Ltd, Earls Court Exhibition Centre, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: Grosvenor House Antiques Fair. 13-23 June 1979. At Grosvenor House. * Apply The Organiser, Grosvenor House Antiques Fair, Grosvenor House, Park Lane, London W1A 3AA (01-499 6363).

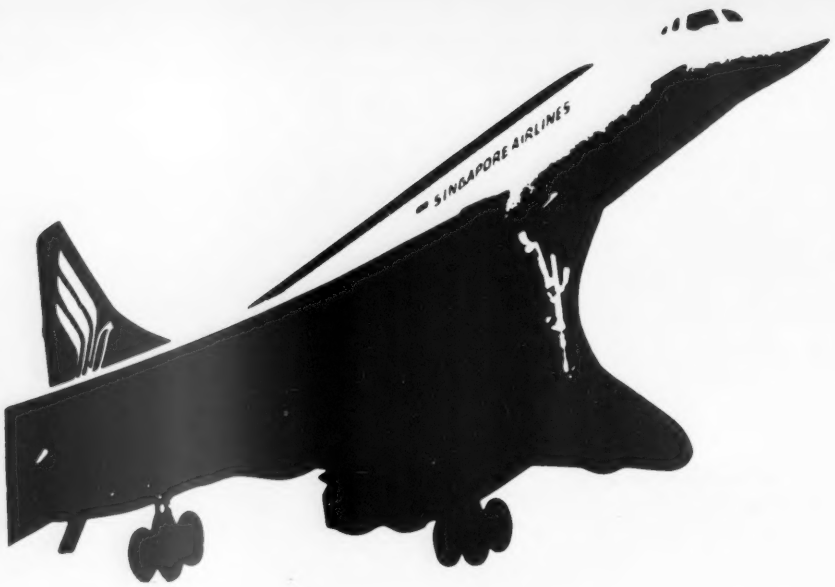
HARROGATE: Northern Antique Dealers Fair. 13-20 September 1979. At Royal Baths Assembly Room. * Apply Northern Antique Dealers' Fair Ltd, 408 Leeds Road, Bradford, Yorkshire BD3 9RE (Bradford (0274) 23223).

BRIGHTON: FIRETECH '79 (International Fire Protection and Control Exhibition and Conference). 18-21 September 1979. At Metropole Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

LONDON: SALON '79 (Hair and Beauty Trade Fair). 6-9 October 1979. At Wembley Conference Centre. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

UK Fairs – general inquiries contact

01-248 5757 ext. 7109



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	SINGAPORE
	Medic-Asia '79 International Medical & Hospital Equipment Exhibition & Conference 20th-24th March 1979 Hyatt Hotel, Singapore
	Imac-Asia '79 2nd International Exhibition of Materials Handling & Physical Distribution Equipment 25th-29th June 1979 World Trade Centre, Singapore
CONPEX ASIA	**Conpex-Asia '79** International Construction & Public Works Exhibition 25th-29th June 1979 World Trade Centre, Singapore
Print Pac ASIA-79	**Printpac-Asia '79** International Exhibition of Printing & Packaging Machinery 5th-9th November 1979 World Trade Centre, Singapore
ASIATEX	**Asiatex '80** International Exhibition of Textile Machinery March 1980 World Trade Centre, Singapore
	JAPAN
e fashion	**Euro-Fashion Salon** European – Ladies, Mens and Childrens Fashion and Accessories (Spring & Summer wear) September 1979 Hotel Imperial, Tokyo
	KOREA
EN-KOR	Korea International Engineering Exhibition 3rd-8th November 1980 Seoul

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obviously including the appreciation of the yen, I think it's about time I started quoting for Singapore business again.'

Inevitably the Singapore business community, which includes so many Chinese, was excited about the UK breakthrough with China. It sees employment possibilities for Singapore's skilled management, who share a cultural background and language with the Chinese, in UK projects in China. And it was equally quick to see the possibilities for its traders if any big deals with China involve the complications of 'compensation' trading.

There is no doubt, though, that Singapore's political leaders, including Prime Minister Lee Kuan Yew, and the business community, are gravely concerned about the dangers of protectionism and the devastating effect increased barriers to trade would have on their wide-open economy.

That is why I reminded them that the UK was commited to a successful conclusion to the multilateral trade negotiations and, more generally, to the open trading system. They understood, however, that sometimes we need to take action to limit imports when the social and economic costs of not doing so would prove to be unacceptable within the UK. Malaysia is very different from Singapore. It is almost one and a half times the size of the UK. with more than 1000 miles separating the capital, Kuala Lumpur, on peninsular western Malaysia from the capitals of Sarawak and Sabah on the northern coast of Borneo.

It is the world's largest exporter of rubber, palm oil, tropical hardwood and pepper. And it produces a third of the world's tin. With a population of more than 12 million and a highly developed infrastructure – much of it a legacy of the British – Malaysia aims at a real annual growth rate of more than 8 per cent for the rest of the century. There is already considerable UK investment in Malaysia – 75 per cent of total UK investment in south-east Asia as a whole.

During my three days in Malaysia, I visited a major British rubber and oil palm plantation as well as having talks with the Prime Minister, Datuk Hussein Onn, other senior ministers and business leaders.

My mission received the firm impression that, despite the uncertainities that had earlier been caused by the implementation of Malaysia's new economic policy and its Malaysianisation objective, the investment climate had improved in the last year as the policy had been interpreted more sensibly and flexibly. Certainly the British businessmen travelling with me, and those based in Malaysia, said they had been encouraged by their own experience and by what they had heard from Malaysia's leaders.

The Malaysians themselves made it clear that they were looking for investment in one or more of five categories. Investment had to be labour intensive (they have an unemployment problem); export-orientated; based on their rich natural resources; involve the introduction of a higher level of technology; or be integrated with an existing industry.

As in Singapore, there was discussion about the transfer of technology which led on to the question of training and the value of English as the administrative and commercial language of the country. Many of the present leaders of Malaysia were educated in the UK. At present, there are about 15 000 Malaysian students studying in the UK – more than from any other country in the world. And there is no doubt that they are interested in technical training, for example in the machine-tool industry.

Thailand is different again. It is the biggest of the countries we visited – about the size of France – with a population of 44 million. Eighty per cent of its labour force still works on the land and, with agricultural products accounting for half its exports, it is one of the world's few net exporters of food. The UK is the biggest EEC investor in Thailand; a number of major British firms there are already expanding and new ones are beginning to move in. With an investment protection agreement signed only two months ago, and a double taxation agreement virtually ready for signing, the climate for British companies looking at the Thai market is encouraging.

The British business community in Thailand remains confident about prospects there despite the war across the border in Kampuchea (Cambodia). They endorse the view of the prime minister, General Kriangsak – whom I hope to meet again in London next month. They point to the cohesiveness of the country – the strength of Buddhism as a unifying force – as well as to Thailand's long history as an independent country (Thailand itself translates as 'land of the free') as two of the factors which make the 'domino' theory irrelevant.

First major mission

To sum up my impressions, I have returned from my first major overseas export promotion mission convinced that:

☐ The Asean countries form a stable and rapidly growing group of countries which it is in the UK's interest to cultivate politically and economically – a view reinforced by Michael Meacher's visit to Indonesia and the Philippines last summer.

☐ The inclusion of senior industrialists, a banker and trade union leader in a visit of this kind – the first to free market economies – can effectively promote British interests and will be of value to those sectors of industry taking part.

☐ As one member of my mission put it to me: 'I value the exposure to political and economic issues much wider than my own sectoral interests. The access to political and business leaders at the highest level is enormously useful in itself. And the broader perspective we have gained is inevitably valuable when it comes to taking investment decisions I am sure that we shall all want to spread the word round our industries.'

☐ All the countries we visited are heavily dependent on Japan and the United States in their trading relations and are concerned about the danger of over-dependence on them. They want to diversify and broaden their base for both trade and investment. But the competition for business, especially major projects, is fierce and will continue to be fierce. There is considerable major project business in all the countries we visited. It covers power generation, chemicals and petrochemicals, construction including airport developments, telecommunications, natural gas development and a range of infrastructure projects including roads and ports. British companies have the ability to win major contracts – but to do so they know that they must be fully competitive in terms of price, technology, training packages, delivery and other non-price factors.

☐ There are also good prospects for British exports, especially if UK companies are prepared to invest, to organise joint ventures, to transfer their technological and managerial skills and to offer training. The UK is already well established and experienced in operating in all the countries we visited. The UK presence covers both manufacturing and service industries, including banks, insurance companies and shipping, as well as trading companies some of which have manufacturing interests and licensing arrangements. They all benefit from the unquantifiable advantage that English is an essential language in industry and commerce.

Altogether, two-way trade between the UK and the Asean countries amounted to £1,000 million in 1977. In 1978 the result – we should have the final figures for the year in the next few days – is likely to show an increase of 15 per cent, with an increase in exports of more than 20 per cent, a creditable performance even discounting for inflation. UK trade with the three countries we visited was up by probably more than 12 per cent in 1978, compared with 1977; with UK exports up about 25 per cent.

This suggests to me that British industry is already getting the message about south-east Asia – that, at present growth rates, the Asean market will treble in size by the end of the century. So I cannot emphasise too firmly how important it is that more British companies should now make sure that they put south-east Asia on their corporate export strategy map.

John Smith (third from right) and members of the mission at the 600 Group in Jurong.

Overseas trade country data

Andorra

Manufactured tobacco. The Andorran authorities have increased the import duty levied on Virginia tobacco cigarettes and pipe tobacco from 1 December 1978, from 1.5 pesetas per packet of 20 cigarettes to 25 pesetas, and from 10 pesetas per kg of pipe tobacco to 300 pesetas respectively.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Australia

Inks. Following their consideration of a report and recommendations by the Industries Assistance Commission, the Australian government has announced duty changes as follows:

CCCN 32.13 Writing, printing and other inks. 25 per cent general and preferential tariff

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Publishing industry. A notice in *Trade and Industry*, 1 December 1978, announced that a public hearing to consider submissions on the draft report on the question whether assistance should be accorded to the Australian publishing industry would be held on 20 December.

The commission postponed that hearing and it has now arranged it for 10.00 hours at the Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra ACT 2600, on 5 February.

Anyone intending to make a submission for consideration at the public hearing should notify the commission immediately of their intention to do so.

Inquiries: CRE 01-215 5319.

Ref: CRE 1554/75.

Costa Rica

Agency legislation. The Costa Rican government has issued decree 6209 which alters the legislation concerning agents and representatives of foreign companies.

Copies of this decree can be provided in Spanish; an English translation is being prepared and should be available shortly.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Dubai

Artificial sweeteners. Unconfirmed information has been received from the British embassy in Dubai that the municipality of Dubai has banned the use and importation of saccharine products and that if found in the local market they will be confiscated.

Inquiries: OTAR 01-248 5757 ext. 478/420.

France

Additives in animal foodstuffs (23.07). The French *Official Journal*, 7 January, published an order stating that annex II of the orders of 1 February 1977 and 10 August 1978 has been extended beyond 31 December 1978 for the following substances:

1 Meticlorpindol
2 Methylbenzoquate – a mixture of 100 parts of a and 8.35 parts of b
Silica
Silicate – free from starch except calcium silicate

Copies of the French text are available on request.

Inquiries: OTAR 01-248 5757 ext. 423/408/439.

Iceland

Furniture and fittings. An import deposit scheme for furniture and fittings, doors and windows was announced by the Icelandic authorities on 5 January and applies from 8 January 1979 to 31 December 1980 on the following CCCN numbers:

44.23.02 and 03; 94.01.13, 14, and 19; 94.03.12, 13, 14, 15, 19, 21, 22, 23, 24, 29, 31 and 32.

The rate is 35 per cent of the exporter's draft or bill repayable after 90 days. Interest is paid at the normal rate for deposit accounts (ie 19 per cent at present). The requirement does not apply however to consignments worth less than Kronur 20,000 (about £30).

Inquiries: OTAR 01-248 5757, ext. 458/461.

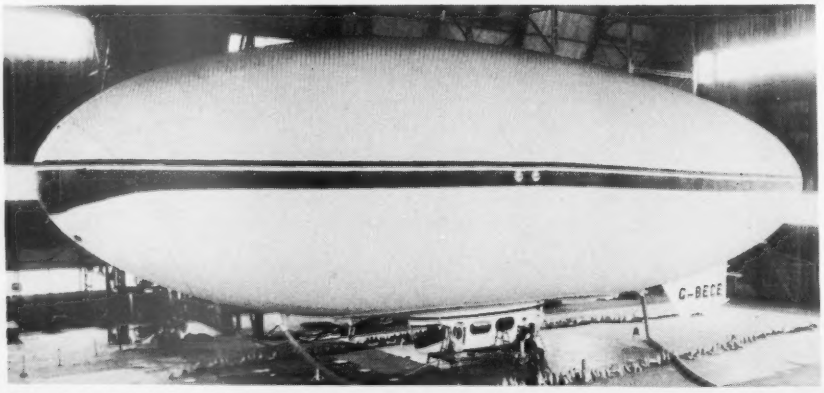
Republic of (South) Korea

Import liberalisation. The government of the Republic of Korea has recently announced import liberalisation measures from 1 January. The following goods are now automatic approval items (ie an import licence can be issued automatically by a Korean bank when the importer applies for the relevant letter of credit). An asterisk denotes that the item is subject to import surveillance (ie an import licence is issued automatically but the authorities observe the trend in the import of these items to prevent damage to local industries).

CCCN nos.	Description
01.01	Live horses
01.04	Live sheep and goats
01.05	Live poultry other than chickens
01.06	Other live animals other than deer, honey bees, sea urchin, sea cucumber and jellyfish
04.05	Birds' eggs other than chicken's eggs for hatching
05.06	Animals' tendons
05.14	Ambergris, castoreum, civet and musk, etc
11.06	Flour and meal of sago and of manioc
12.03	Tree seeds
21.06	Yeast and prepared baking powders
27.13	Paraffin wax
32.05	Acid red 37(17045), acid red 85(22245), acid blue 25(62055), acid blue 92(13390), basic yellow 12(48065), basic red 69, basic blue 9(52015) and basic blue 29
37.01	Photographic plates and film Film for aerial photography
37.02	Black-and-white film for cinematography
38.11	Insecticides and disinfectants
39.01*	Epoxy resin
40.05	Plates, sheet, strip, granules and masterbatches of natural rubber
40.07	Vulcanised rubber thread and cord
44.20	Wooden picture frames, photograph frames and mirror frames
44.22	Casks, barrels, vats, tubes and buckets of wood
44.25	Wooden tools
44.26	Spools, cops, bobbins, sewing thread reels and the like, of turned wood

First of 22 airships for Venezuela

First of 22 airships designed by Aerospace Developments Ltd, London, for Desarallo of Caracas, Venezuela, under a contract worth about $12 million. It will be used mainly for advertising. Later models will be larger and will act as flying freighters for urgent or perishable freight.



CCCN nos.	Description
48.01*	All kinds of paper and paperboard excluding kraft paper, more than 45g/m² paper board, machine made rice paper, kraft liner paper, corrugated cardboard
48.07	All items except paperboard coated with clay, NCR paper and electronic copying paper
48.14	Writing blocks, envelopes, letter cards, pouches wallets of paper
48.15	Other paper and paperboard, cut to size or shape
51.04*	Woven fabrics of man-made fibres (continuous)
55.09*	Cotton woven fabrics
56.05	Cotton mixed yarn
56.06	Cotton mixed yarn
56.07	Woven fabrics of man-made fibres (discontinuous or waste)
58.10	Embroidery, in the piece, in strips or in motifs
59.08*	All items other than synthetic leather (including PVC leather)
59.09*	Textile fabrics coated or impregnated with a basis of drying oil
59.10*	Linoleum and materials prepared on a textile base in a similar manner to linoleum
60.03*	Ladies stockings
60.04*	Men's knitted underwear of cotton or synthetic fibres
61.03*	Men's general underwear of cotton or synthetic fibres
61.06*	Shawls, scarves and mufflers
62.02*	Bed linen, table linen and curtain
62.04*	Tents, shades and tarpaulin, etc
64.02*	Shoes with leather uppers
73.12*	Steel strips for making steel pipe
73.14	Iron or steel wire, whether or not coated but not insulated
73.23	Empty cans of iron or steel
73.32*	Bolts, nuts screws, washers, etc (other than those for transport equipment)
73.36*	Stoves, burners, ranges and other heating equipment of iron or steel
73.37*	Radiators
74.04	Cold rolled copper strips for making steel pipes
74.17*	Cooking and heating apparatus of kind used for domestic purposes and parts thereof, of copper
78.01*	Lead and lead alloys
82.11	Barber's shavers
83.05	Office supplies of base metal, such as clips, staples and fastners
83.12	Picture frames of base metal, mirrors of base metal
84.15	Refrigerating show cases
84.21	Farming equipment for insect and pest control, sprinkler heads
84.22	Hydraulic elevators
84.41*	Sewing machines for household use
84.54	Xerox copying machine
85.01*	Transformers for utility pole of less than 100 KVA
85.10	Portable electric bettery and magneto lamps
85.12*	Electric instantaneous water heaters
85.13	Dial-type telephone
85.18	Electricity condensers
87.10*	Bicycles
90.09*	Overhead projectors
90.29	Parts for voltmeters, ammeters, etc
96.01	Brooms and brushes
96.02	Other brooms and brushes; paint rollers; squeegees and mops
96.03	Prepared knots and tufts for broom or brush making
96.04	Feather dusters
97.03	Parts for toys
98.06	Slate and black-boards
98.07	Hand-operated labelling machines
98.16	Tailors' dummies and other lay figures: automatic and other animated displays of a kind used for shop window dressing

Inquiries: OTAR 01-248 5757 ext. 420/475.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel. direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Mozambique

Hotel accommodation. All hotels in Maputo will be full with delegations for the conference of non-aligned nations being held from 26 January to 2 February. All non-official bookings have been cancelled on the instructions of the Mozambique government.

Papua New Guinea

Budget. The Finance Minister, Barry Holloway, introduced the 1979 budget on 14 November 1978. This is the second budget to be presented within the context of the national public expenditure plan and it provides for an increase in both expenditure and revenue over the 1978 figures. Planned expenditure for 1979 is Kina 535.4 million and expected receipts amount to Kina 523 million.

The main features of the budget are:

1 Duty increase on imported drink and cigarettes;

2 A departure tax of Kina 2 is to be imposed on domestic air travellers at main airports and the international departure tax has been increased to Kina 5.

3 Increases in company tax on profits of companies incorporated in PNG and branches of overseas companies not incorporated in PNG.

4 Stamp duty on cheques to be increased.

Inquiries: CRE 01-215 5321.

Tax incentive scheme for manufactured exports. Some details have now been released about the tax incentive scheme for manufactured exports which was announced in the 1978 budget. The scheme will exempt from company tax 50 per cent of the profits related to the growth in export sales over and above the average value of export sales for the preceding three years.

The Department of Finance is still in the process of deciding which activities will qualify under the scheme but a provisional list of processes and products has been produced.

Inquiries: CRE 01-215 5321.

Portugal

CKD motor vehicles. The Portuguese *Diario da Republica*, 1st series, 280, 6 December 1978, published portaria 712/78 which sets the quotas for 1979 for imports of completely knocked-down passenger and commercial vehicles of up to 2000 kg gross weight.

The quotas (fixed in thousands of escudos) are as follows:

Fiat	642 500	Volkswagen	137 450
Renault	511 150	BMW	87 250
Peugeot	439 050	Mazda	51 220
BLMC	435 450	Honda	46 270
Citroen	402 620	Mercedes	37 900
Toyota	388 920	Subaru	27 820
Ford	362 210	Alfa-Romeo	13 420
Datsun	313 240	Audi	10 800
General Motors	313 220	Daihtsu	5 520
Chrysler	149 970		

The new regulations differ from the previous regulations (portaria 762/77) in points of detail and contain more comprehensive explanations of various aspects of the system which have given rise to difficulties during the past year.

Film processing equipment worth £75,000 has been ordered by the Saudi Arabian Ministry of Information in Riyadh from Photomec (London) Ltd, of St Albans, Herts. The order includes two VNF 1 film processors–compact, automatic, purpose-built, daylight-operated machines, designed and built by Photomec for 16mm colour reversal films complying with the requirements of the Ektachrome high-temperature process. The ministry has now bought seven Photomec processors.

The 'free' proportion of the quota has been reduced from 80 per cent to 70 per cent with the balance allocated according to export performance.

A copy of an unofficial translation of the portaria can be obtained from OTAR 01-248 5757 ext. 458/461.

South Africa

Tariff application. Customs tariff application list 2/79, published in the South African *Government Gazette*, 19 January, contains applications to the Board of Trade and Industries for increase in duty on:

1A Electronic microcircuits, encapsulated, with not more than 18 connecting leads (legs), classifiable under tariff subheading 85.21.50;

B Electronic microcircuits elements, not encapsulated or in wafer form or sliced, classifiable under tariff subheading 85.21.50.

2 Cranes of a kind suitable for mounting on motor vehicle type chassis, with a lifting capacity of 4 ton metres or more, but not exceeding 12 ton metres, classifiable under tariff subheadings 84.22.33.30 and 84.22.33.40.

3A Ajmalicine, classifiable under tariff subheading 29.42.90;

B Medicaments in the form of pills, tablets, capsules and similar measured doses, containing ajmalicine and its derivatives:

I Not packed for retail sale, classifiable under tariff subheading 30.03.60;

II Packed for retail sale or put up in measured doses, classifiable under tariff subheading 30.03.80;

C Medicaments containing ajmalicine not put up in measured doses or packed for retail sale, classifiable under tariff subheading 30.03.90;

D Liquid medicaments containing ajmalicine and its derivatives:

I Packed for retail sale or put up in measured doses, classifiable under tariff subheading 30.03.80;

II Not packed for retail sale or put up in measured doses, classifiable under tariff subheading 30.03.90.

Those British trade organisations thought to be interested in the applications are being

informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to CRE 01-215 5274.

Patents Act 1978. The new South African Patents Act made provisions in section 91 for the introduction of new rules. (See *Trade and Industry*, 7 July 1978, page 39.) These new rules were published in the South African *Government Gazette*, 15 December 1978.

Chapter I of the rules state how an application should be made under the new act. Chapter II concerns patent agents and patent attorneys while chapter III gives details regarding the Court of the Commissioner of Patents.

There are also schedules covering current fees and forms.

A copy of the South African *Government Gazette* containing both the original and the English text is available for public inspection in the Chancery House Annexe of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2 1AY.

Spain

Raw cocoa beans. The Spanish *State Gazette*, 9 January, published royal decree 3105/1978 of the Ministry of Commerce which had the effect of extending for three months from 21 December 1978 to 20 March 1979, the suspension of import duties to be paid on raw cocoa beans (CCCN 18.01 A).

Inquiries: OTAR 01-248 5757 ext. 458/461.

Sweden

Agricultural import levies. The State Agricultural Board has announced that the agricultural levies for certain items contained in CCCn heading 04.04 have been amended as from 10 January 1979.

Inquiries: OTAR 01-248 5757 ext. 459.

Trinidad and Tobago

Food products. The Trinidad and Tobago authorities have announced that import licences are no longer required for the following food products:

Fresh butter, cocoa powder, sweetened condensed milk, dried milk, corn meal, meat and meat preparations in airtight containers, flour of wheat, onions, potatoes, rice, teabags, oil from seeds, nuts and kernels n.e.s. including vegetable tallow, pork pickled in brine, chee substitute.

The following food items now require an import licence:

15.07	Fixed vegetable oils fluid or solid, crude or refined, or purified (excluding corn, maize oil)
16.02	Other prepared or preserved meat or meat offal (excluding corned beef, canned) containing 50 per cent or more of meat
16.02	Other prepared or preserved meat or meat offal containing less than 50 per cent of meat
22.02	Lemonade, flavoured spa waters and flavoured aerated waters and other non-alcoholic beverages not including fruit and vegetable juices falling within heading 20.07, aerated beverages (canned and bottled soft drinks)

Inquiries: OTAR 01-248 5757 ext. 7312.

United States

Advisory opinions on validity of patents. The United States Patent and Trademark Office is considering amendments to the patent rules of practice. The amendments being considered will allow any member of the public to bring prior art patents and publications relevant to a patent to the attention of the office at any time and ask the office to provide an advisory opinion on the effect of that prior art on the patent. The proposed rule change, therefore, would expand the opportunities for the public to bring information concerning the validity of issued patents to the attention of the office.

Under the procedures being proposed, any person could request an opinion from the office on the validity of an issued patent in view of prior patents or publications. The person would submit the prior art and a fee of $500, together with an explanation of why the patent is believed invalid in whole or in part in view of the submitted art.

Requests for advisory opinions would be served on the owner of record of the patent. The request would be announced in the Patent and Trademark Office's weekly *Official Gazette*. The office would give the patent owner time to respond in writing before rendering its opinion. Comments submitted in time by other members of the public also would be considered.

Courts would not be bound by advisory opinions. The ultimate decision on validity would, under existing law, remain with the court. Under the proposal, however, the court would have an opportunity to consider the office's opinion on prior art that the court otherwise would be called upon to evaluate in the first instance.

Written comments should be sent to the Commissioner of Patents and Trademarks, Building 3, Room 11E10, Washington DC 20231, by 11 April. The hearing will begin at 13.30 hours, 11 April in Room 11C24, Building 3, 2021 Jefferson Davis Highway, Arlington, Virginia.

Written comments and a transcript of the hearing will be available for public inspection.

A copy of the proposed amendments contained in *Federal Register* is available for public inspection in the Chancery House Annexe of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2 1AY.

Franchise rules. The *Federal Register*, 21 December 1978, published a final trade regulation rule by the Federal Trade Commission on guidelines for the sale of franchise and information required to be given to prospective franchisees.

This is a lengthy extract and will be available only on loan from OTAR 01-248 5757 ext. 456/457/7312.

Fuel economy programme. The *Federal Register*, 21 December 1978, issued notice of a public meeting to be held by the National Highway Traffic Safety Administration, on 15 and 16 February 1979, to receive comments on the agency's report of the federal automotive fuel economy programme.

Copies of the report will be available on 15 January 1979 from the Office of Automotive Fuel Economy Standards, NHTSA, Room 4102, Nassif Building, 400 Seventh Street SW, Washington DC.

Comments (10 copies) must be received by 9 February 1979.

Inquiries: CRE 01-215 5397.

British batteries worth £¾m for New York

A £¾ million contract to supply British-made nickel cadmium batteries to one of New York's commuter railway systems moves into top gear at the Redditch, Worcestershire, factory of Chloride Alcad Ltd. The photograph shows part of the first delivery of batteries undergoing final inspections before shipping to the United States. Delivery of these multi-purpose batteries is being spread over two years.

CRE tel. Direct dialling

OTAR tel. 01-248 5757

Extensions to **OTAR** numbers are given at the end of each notice

Statistics

The economy: selected indicators [2]

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers [1]	Retailers [1]	Current balance	Visible balance	Invisible balance
	at 1975 prices		at 1975 prices			at 1975 prices				at current prices		
Base of index	1975											
Series in		£ million	£ million			£ million				£ million		
Stock level at end-1977						34,469	20,261	4,540	3,181			
1973	103.4	65 497	21 609	3 504	4 674	2 983	1 336	432	624	−999	−2 383	1 384
1974	101.5	64 070	21 164	3 822	4 605	1 462	1 288	361	−180	−3 591	−5 235	1 644
1975	100.0	63 192	20 817	3 522	3 841	−1 925	−1 221	−249	−100	−1 855	−3 236	1 381
1976	102.9	63 320	20 489	3 345	3 926	261	316	131	13	−1 137	−3 589	2 452
1977	104.9	62 732	19 738	3 573	4 325	1 051	442	266	29	406	−1 709	2 115
1978		66 261								109	−1 104	1 213
1976 2nd qtr	102.7	15 785	5 137	828	972	−17	−29	−10	−67	−315	−949	634
3rd qtr	103.3	15 884	5 168	849	1 005	189	99	81	46	−417	−1 132	715
4th qtr	104.0	15 927	4 997	856	1 014	214	260	17	27	−326	−958	632
1977 1st qtr	103.8	15 619	4 794	851	1 030	442	235	82	117	−480	−973	493
2nd qtr	104.8	15 495	5 025	879	1 044	354	97	179	4	−280	−762	482
3rd qtr	105.0	15 777	4 965	910	1 103	6	−6	−80	−59	575	31	544
4th qtr	105.9	15 841	4 954	932	1 149	249	116	85	−33	591	−5	596
1978 1st qtr	106.1	16 311	5 030	920	1 169	460	38	81	62	−406	−635	229
2nd qtr	108.0	16 370	5 056	960	1 180	432	272	−62	128	133	−175	308
3rd qtr	108.9	16 810	5 029	968	1 159	434	162	38	54	−18	−334	316
4th qtr		16 770 pe								400	40	360
% change last 2 qtrs on prev. 2 qtrs.	+2.3	+2.8	+1.0	+4.1	+0.9							
on a year earlier	+3.4	+6.2	+1.0	+7.8	+8.9							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payment basis	
	at 1975 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index	1975	1975	1971		Jan. 1974		1975	1975	Jan. 1970				1975	1975
£m in base year			16,296										19,463	22,699
Series in			thousands							thousands		thousands		
1973	109.5	108.4	110.3	137.1	93.5	9.1	55.8	66.6	152.1	611.0	2.6	307.0	97.8	108.7
1974	105.1	106.5	109.0	102.8	108.5	16.0	86.3	81.9	179.1	599.7[1]	2.6[1]	302.7[1]	104.3	109.7
1975	100.0	100.0	106.7	97.2	134.8	24.2	100.0	100.0	226.6	929.0	3.9	150.0[1]	100.0	100.0
1976	102.0	101.4	106.5	104.7	157.1	16.5	127.0	117.3	261.9	1 269.8[1]	5.4[1]	120.4[1]	109.8	105.7
1977	105.8	102.9	103.6	107.1	182.0	15.8	145.6	140.6	288.5	1 378.1	5.8	155.6[1]	118.9	107.1
1978			109.0 p	130.1	197.1	8.3	144.6 p	153.3 p		1 375.6	5.8	210.3	123.3	113.9
1977 1st qtr	105.5	103.9	103.3	104	174.1	16.5	144.8	133.0	280.0	1 329.5	5.6	..	115.8	109.4
2nd qtr	105.6	102.5	102.5	103	181.9	17.4	148.8	139.6	285.3	1 340.6	5.6	157.7	118.0	109.6
3rd qtr	106.2	103.1	104.3	112	184.7	16.5	146.5	143.8	288.3	1 414.6	5.9	151.9	124.4	106.6
4th qtr	105.8	102.0	104.4	110	187.4	13.1	142.2	145.8	300.4	1 427.8	6.0	160.1	117.6	102.7
1978 1st qtr	107.1	102.4	106.3	131	190.6	9.5	140.2	149.2	310.8	1 409.4	5.9	187.7	119.5	114.1
2nd qtr	111.2	105.0	108.0	132	195.8	7.7	146.3	151.8	329.0	1 372.7	5.7	210.3	122.0	110.3
3rd qtr	111.6	105.3	110.8	135	199.2	7.8	144.9	154.8	334.6	1 380.5	5.8	213.0	125.3	116.1
4th qtr			111.0 p	123	202.6	8.1	147.0 p	157.3 p		1 339.7	5.6	230.3	126.2	115.1
1978 Jan	106.9	102.4	104.9	127	189.5	9.9	139.4	148.3	306.3	1 419.2	5.9	180.3	111.2	114.4
Feb	107.4	102.2	106.8	122	190.6	9.5	139.1	149.2	311.2	1 409.0	5.9	187.0	127.0	111.1
Mar	106.9	102.5	107.0	145	191.8	9.1	142.0	150.0	314.8	1 400.0	5.9	195.8	120.4	116.7
Apr	111.4	105.5	106.7	134	194.6	7.9	145.1	150.9	325.7	1 387.1	5.8	203.7	125.6	104.4
May	110.2	103.7	108.4	126	195.7	7.7	146.8	151.9	327.2	1 366.4	5.7	209.9	119.0	114.7
Jun	111.6	105.7	108.7	135	197.2	7.4	147.0	152.7	334.0	1 364.7	5.7	217.4	121.4	111.8
Jul	111.8	105.3	111.4	109	198.1	7.8	145.8	153.8	332.7	1 371.4	5.7	211.0	126.3	116.1
Aug	112.1	105.9	111.8	148	199.4	8.0	144.2	154.8	333.2	1 392.1	5.8	209.3	124.4	111.3
Sep	111.0	104.7	109.5	146	200.2	7.8	144.8	155.7	338.0	1 378.3	5.8	218.7	125.1	120.8
Oct	109.2	102.9	109.6	134	201.1	7.8	145.7	156.6	344.8	1 359.6	5.7	228.4	127.4	111.9
Nov	110.1 p	103.4 p	109.9	119	202.5	8.1	147.3 p	157.1 p	343.5 p	1 338.8	5.6	231.3	124.6	120.3
Dec			113 p	115	204.2	8.4	148.0 p	158.3 p		1 320.7	5.5	231.2	126.7	113.0
1979 Jan										1 339.2 p	5.6	235.9		
% change latest 3 months														
on prev. 3 months	−1.5	−1.8	+0.2	−8.7	+1.7		+1.4	+1.7	+2.6	−3.2		+6.4	+½	−1
on a year earlier	+4.0	+1.5	+6.3	+12.2	+8.1		+3.4	+7.9	+15.7	−6.4		+38.4	+7½	+12

p Provisional e Estimate pe 1st preliminary estimate [1] Average of available months [2] Including figures published by 26 January 1979

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Current account of the United Kingdom balance of payments for December

The current account for December is estimated to have been in surplus by £246 million, following the deficit of £66 million in November.

There was a surplus on trade in goods in December of £126 million, following the deficit of £186 million in November. Just under one half of the improvement resulted from a swing in the balance of trade in precious stones. There were also significant, favourable movements in trade in food and semi-manufactures (other than chemicals and precious stones). The impact of the industrial dispute involving Ford is estimated to have affected the balance adversely, but only slightly more than in November (see note 1). Total exports in December were valued at £3,154 million and imports at £3,028 million. The balance on invisibles is projected to have been running at a monthly surplus of £120 million.

Fourth quarter 1978

In the fourth quarter, the current account was in surplus by £400 million, compared with a deficit of £18 million in the previous quarter.

In the latest period, visible trade was in surplus by £40 million, compared with a deficit of £334 million in the third quarter. Trade in the more erratic items (ie ships, North Sea production installations, aircraft and precious stones) contributed around three-quarters of this improvement. The direct effect of the industrial action involving Ford on the change in the balance between the third and fourth quarters is estimated to have been adverse possibly of the order of £70 million.

The surplus on invisibles in the fourth quarter is projected at £360 million.

1978

In 1978 as a whole, the current account is provisionally estimated to have been in surplus by £109 million, compared with one of £406 million in 1977.

Current account on balance of payments basis

VISIBLE TRADE (tables 2, 4, 5, 6 and 6a)

December

In December, there was a surplus on visible trade of £126 million, following the deficit of £186 million in November. Exports rose by £98 million although this is entirely accounted for by movements in the more erratic items, especially precious stones. In contrast, imports fell by £214 million from the high November level, including a sharp fall – of around £100 million – in food imports, while imports of the more erratic items, again principally precious stones, declined by £51 million. While the Ford dispute continues to depress the monthly export figure, imports are no longer similarly affected (see note 1).

In terms of volume, exports rose by 1½ per cent in December, while imports fell by 6 per cent from the high level of the previous month.

Table 1 Current account

£ million seasonally adjusted

	Current balance	Visible trade: Visible balance	Visible trade: Exports fob	Visible trade: Imports fob	Invisibles: Balance	Invisibles: Credits	Invisibles: Debits
1977	+406	−1 709	32 182	33 891	+2 115	16 215	14 100
1978	+109[1]	−1 104	35 488	36 592	+1 213[1]	n.a.	n.a.
1978 1st quarter	−406	−635	8 375	9 010	+229	4 158	3 929
2nd quarter	+133	−175	8 739	8 914	+308	4 273	3 965
3rd quarter	−18	−334	9 067	9 401	+316	4 503	4 187
4th quarter	+400[1]	+40	9 307	9 267	+360[1]	n.a.	n.a.
1978 July	−45	−150	3 027	3 177	+105[2]		
August	+155	+49	3 004	2 955	+106[2]		
September	−128	−233	3 036	3 269	+105[2]	Monthly figures of credits and debits are not available	
October	+220[1]	+100	3 097	2 997	+120[1]		
November	−66[1]	−186	3 056	3 242	+120[1]		
December	+246[1]	+126	3 154	3 028	+120[1]		

[1] Invisibles are projections and subject to revision as information becomes available. [2] One-third of the appropriate calendar quarter's estimate; monthly figures of invisibles not available. n.a. Not available.

Table 2 Current balance, visible trade and invisible trade

Balance of payments basis

£ million seasonally adjusted

	Current balance	Visible trade: Visible balance	Visible trade: Exports fob	Visible trade: Imports fob	Invisible balance
1977	+406	−1 709	32 182	33 891	+2 115
1978 p	+109[1]	−1 104	35 488	36 592	+1 213[1]
1976 2nd quarter	−315	−949	6 160	7 109	+634
3rd quarter	−417	−1 132	6 513	7 645	+715
4th quarter	−326	−958	7 097	8 055	+632
1977 1st quarter	−480	−973	7 512	8 485	+493
2nd quarter	−280	−762	7 927	8 689	+482
3rd quarter	+575	+31	8 556	8 525	+544
4th quarter	+591	−5	8 187	8 192	+596
1978 1st quarter r	−406	−635	8 375	9 010	+229
2nd quarter r	+133	−175	8 739	8 914	+308
3rd quarter r	−18	−334	9 067	9 401	+316
4th quarter p	+400[1]	+40	9 307	9 267	+360[1]
1978 July r	−45	−150	3 027	3 177	+105[2]
August r	+155	+49	3 004	2 955	+106[2]
September r	−128	−233	3 036	3 269	+105[2]
October r	+220[1]	+100	3 097	2 997	+120[1]
November r	−66[1]	−186	3 056	3 242	+120[1]
December p	+246[1]	+126	3 154	3 028	+120[1]
Percentage change [3]			+2½	−1½	

p Provisional estimates r Revised estimates [1] Invisibles are projections and subject to revision as information becomes available. [2] One-third of the appropriate calendar quarter's estimate; monthly figures of invisibles are not available.

Table 3 Invisibles

£ million seasonally adjusted

	Invisibles: Total: Balance	Total: Credits	Total: Debits	of which private sector and public corporations [1]: Balance	Credits	Debits
1976	+2 452	14 354	11 902	+4 702	13 179	8 477
1977	+2 115	16 215	14 100	+4 807	14 772	9 965
1976 4th quarter	+632	3 915	3 283	+1 291	3 627	2 336
1977 1st quarter	+493	3 935	3 442	+1 177	3 632	2 455
2nd quarter	+482	3 971	3 489	+1 159	3 659	2 500
3rd quarter	+544	4 103	3 559	+1 222	3 733	2 511
4th quarter	+596	4 206	3 610	+1 249	3 748	2 499
1978 1st quarter	+229	4 158	3 929	+1 091	3 685	2 594
2nd quarter	+308	4 273	3 965	+1 081	3 770	2 689
3rd quarter	+316	4 503	4 187	+1 148	3 949	2 801
1978 October	+120[2]					
November	+120[2]	n.a.	n.a.	n.a.	n.a.	n.a.
December	+120[2]					

n.a. Not available. [1] ie excluding general government transactions and all transfers. [2] See note 1 of table 2.

The export and import unit value indices both increased marginally, and the terms of trade index fell slightly.

Fourth quarter

In the fourth quarter, there was a visible trade surplus of £40 million, compared with a deficit of £334 million in the third quarter. There were reduced deficits on trade in food and semi-manufactures (other than chemicals and precious stones), but the main contribution to the improvement came from the more erratic items where the balance swung by £277 million. The direct impact of the Ford dispute on the change in the balance is estimated to have been adverse, possibly of the order of £70 million, with exports estimated to have been reduced by around £130 million and imports by about £60 million.

Total exports were valued at £9,307 million in the fourth quarter, 2½ per cent (£240 million) above the level of the previous period. There were increases in most of the broad commodity groups, and exports of the more erratic items improved by £132 million, mainly precious stones. By volume, total exports showed a slight increase (but fell marginally excluding the more erratic items).

The value of imports in the latest quarter was £9,267 million, 1½ per cent (£134 million) below the third quarter level: this fall can be more than accounted for by a reduction of £145 million in the more erratic items of trade. In volume terms, total imports fell by 1 per cent (but rose marginally excluding these erratic items).

With the export unit value index rising by 2 per cent and the import unit value index by 1½ per cent, the terms of trade index rose by 1 per cent.

1978

In 1978 as a whole, the deficit on visible trade was £1,104 million, a reduction of £605 million compared with 1977. The deficit on trade in oil was reduced by £785 million to £2,019 million. Total exports were valued at £35,488 million, 10 per cent higher than in 1977, while imports, at £36,592 million, rose by 8 per cent. In volume terms, exports were up by 3½ per cent, and imports by 6½ per cent. The terms of trade index rose by 4½ per cent, the result of a 9 per cent increase in the export unit value index and a 4½ per cent rise in the import unit value index.

INVISIBLES (table 3)

The latest estimates of invisibles – services, interest, profits and dividends and transfers – relate to the third quarter of 1978 when credits were £4,503 million and debits £4,187

Table 4 Export and import unit value and volume index numbers

Balance of payments basis — Indices 1975 = 100

	Unit value (Not seasonally adjusted)			Volume (Seasonally adjusted)	
	Exports	Imports	Terms of trade [1]	Exports	Imports
1977	142.4	141.4	100.7	118.9	107.1
1978 p	155.2	147.5	105.2	123.3	113.9
1976 2nd quarter	116.9	118.4	98.8	109.7	106.3
3rd quarter	123.9	124.4	99.6	110.1	109.0
4th quarter	131.3	133.7	98.2	113.4	107.1
1977 1st quarter	135.7	137.2	98.9	115.8	109.4
2nd quarter	141.4	141.0	100.3	118.0	109.6
3rd quarter	145.2	143.7	101.0	124.4	106.6
4th quarter	147.3	143.8	102.4	117.6	102.7
1978 1st quarter	149.5	142.6	104.8	119.5	114.1
2nd quarter	153.7	147.0	104.6	122.0	110.3
3rd quarter	157.1	149.2	105.3	125.3	116.1
4th quarter p	160.3	151.1	106.1	126.2	115.1
July	155.7	148.9	104.6	126.3	116.1
August	157.3	148.8	105.7	124.4	111.3
September	158.3	150.0	105.5	125.1	120.8
October	158.8	150.8	105.3	127.4	111.9
November r	160.7	150.7	106.6	124.6	120.3
December p	161.3	151.7	106.3	126.7	113.0
Percentage change	+2	+1½	+1	+½	−1

[1] Export unit value index as a percentage of the import unit value index.

Table 5 Balance of trade in oil and in other goods

Balance of payments basis — £ million seasonally adjusted

	Visible balance		
	Total trade	Trade in oil [1]	Trade in other goods
1977	−1 709	−2 804	+1 095
1978 p	−1 104	−2 019	+915
1976 2nd quarter	−949	−968	+19
3rd quarter	−1 132	−1 058	−74
4th quarter	−958	−1 000	+42
1977 1st quarter	−973	−800	−173
2nd quarter	−762	−745	−17
3rd quarter	+31	−602	+633
4th quarter	−5	−657	+652
1978 1st quarter r	−635	−637	+2
2nd quarter r	−175	−393	+218
3rd quarter r	−334	−507	+173
4th quarter p	+40	−482	+522
1978 July r	−150	−220	+70
August r	+49	−96	+145
September r	−233	−191	−42
October r	+100	−133	+233
November r	−186	−161	−25
December p	+126	−188	+314

[1] Trade in petroleum and petroleum products.

Table 6 Trade in oil [2]

Balance of payments basis — Seasonally adjusted

		Exports of oil			Imports of oil				
	Balance of trade in oil	Total	Crude oil [1] [SITC (rev 2) 333.0]	Rest of division 33	Total	Crude oil [SITC (rev 2) 333.0]			Rest of division 33
	£ million fob	£ million fob	£ million fob	£ million fob	£ million fob	£ million fob	Million tonnes	Average value per tonne £ fob	£ million fob
1977	−2 804	1 965	904	1 061	4 769	3 681	68.6	53.7	1 088
1978 p	−2 019	2 242	1 247	995	4 261	3 296	66.0	49.9	965
1976 2nd quarter	−968	266	24	242	1 234	962	21.1	45.8	272
3rd quarter	−1 058	307	45	262	1 365	1 080	22.2	48.8	285
4th quarter	−1 000	378	91	287	1 378	1 122	21.9	51.1	256
1977 1st quarter	−800	454	163	291	1 254	1 006	19.1	53.0	248
2nd quarter	−745	516	239	277	1 261	988	18.2	54.3	273
3rd quarter	−602	560	300	260	1 162	880	16.2	54.3	282
4th quarter	−657	435	202	233	1 092	807	15.1	53.2	285
1978 1st quarter r	−637	473	273	200	1 110	863	17.2	50.0	247
2nd quarter r	−393	558	313	245	951	731	14.1	52.0	220
3rd quarter r	−507	616	341	275	1 123	887	17.6	50.1	236
4th quarter p	−482	595	320	275	1 077	815	17.1	47.9	262
1978 July r	−220	180	100	80	400	314	6.2	50.7	86
August r	−96	244	148	96	340	269	5.3	50.4	71
September r	−191	192	93	99	383	304	6.1	49.3	79
October r	−133	202	109	93	335	249	5.2	48.3	86
November r	−161	217	120	97	378	284	6.0	47.2	94
December p	−188	176	91	85	364	282	5.9	48.1	82
Percentage change		−3½	−6½	–	−4	−8	−3	−4½	+11

[1] Not seasonally adjusted. [2] Trade in petroleum and petroleum products.

Table 6a Value and volume of exports and imports excluding the more erratic items[1]

Balance of payments basis — Seasonally adjusted

	Exports fob		Imports fob	
	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100
1977	29 520	118.1	31 187	107.5
1978 p	32 821	124.8	34 235	117.1
1976 2nd quarter	5 613	108.0	6 483	105.2
3rd quarter	6 003	109.5	7 094	109.7
4th quarter	6 521	112.2	7 616	109.9
1977 1st quarter	6 934	115.2	7 940	111.4
2nd quarter	7 281	117.3	7 748	106.6
3rd quarter	7 796	122.8	7 931	108.5
4th quarter	7 509	117.0	7 568	103.7
1978 1st quarter r	7 798	120.9	8 380	116.3
2nd quarter r	7 924	122.1	8 260	112.1
3rd quarter r	8 496	128.4	8 791	119.8
4th quarter p	8 603	127.8	8 804	120.3
1978 July r	2 813	128.6	2 928	118.1
August r	2 860	129.1	2 800	115.7
September r	2 823	127.5	3 064	125.5
October r	2 883	129.6	2 850	116.9
November r	2 862	127.2	3 059	125.0
December p	2 859	126.6	2 895	118.9
Percentage change	+1½	−½	−	+½

[1] These are defined as ships, North Sea production installations, aircraft and precious stones.

million, giving a surplus of £316 million for the quarter (a monthly average of £105 million). Invisibles of the private sector and public corporations, excluding transfers, were in surplus by £1,148 million in the third quarter (a monthly average of £383 million). The surplus on all invisibles is projected to be running at £120 million a month in the fourth quarter.

Area and commodity analysis of visible trade on an Overseas Trade Statistics basis

EXPORTS

By area (table 7)

In the fourth quarter, the value of exports to the developed countries continued the steady quarterly increases evident during 1978, rising by 3½ per cent in comparison with the previous quarter. Deliveries to the EEC rose by 3 per cent, while the value of goods despatched to the rest of western Europe was 6½ per cent up. Exports to north America increased marginally. Shipments to other developed countries rose by 4 per cent. Exports to the developing countries in aggregate increased by 2½ per cent

Table 7 Exports by area

Overseas Trade Statistics basis — £ million fob seasonally adjusted

		Developed countries					Developing countries			
	Total	Total	EEC	Rest of W. Europe	North America	Other	Total	Oil-exporting countries	Other	Centrally planned economies
1977	33 308	23 689	12 128	5 594	3 863	2 104	8 613	4 368	4 245	910
1978 p	37 366	26 395	14 104	5 710	4 246	2 334	9 800	4 767	5 033	1 070
1977 2nd quarter	8 272	5 972	3 044	1 446	957	525	2 103	1 074	1 029	245
3rd quarter	8 829	6 290	3 161	1 506	1 083	541	2 213	1 132	1 081	258
4th quarter	8 491	5 888	3 110	1 342	922	513	2 372	1 135	1 236	200
1978 1st quarter r	8 850	6 141	3 247	1 346	1 000	547	2 376	1 184	1 192	290
2nd quarter r	9 093	6 501	3 484	1 384	1 051	582	2 394	1 231	1 163	253
3rd quarter r	9 556	6 757	3 630	1 442	1 095	590	2 487	1 189	1 298	240
4th quarter p	9 867	6 996	3 744	1 538	1 100	615	2 544	1 164	1 380	286
1978 October r	3 275	2 285	1 236	484	368	198	869	393	476	87
November r	3 304	2 328	1 255	506	356	211	835	377	458	111
December p	3 288	2 383	1 253	549	376	205	839	393	446	88
Percentage change	+3½	+3½	+3	+6½	+½	+4	+2½	−2	+6½	+19

Table 8 Exports by commodity

Overseas Trade Statistics basis — £ million fob seasonally adjusted

					Manufactures[2]									
						Machinery and transport equipment[2]								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Other transport equipment[1,2]	Chemicals	Metals	Textiles	Other manufactures	Miscellaneous
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	79	5	67-69	65	Rest of 6 + 8	9
1977	33 308	2 217	895	2 078	27 172	12 680	8 337	2 871	1 473	3 821	2 879	1 193	6 599	945
1978 p	37 366	2 912	968	2 374	30 027	13 765	9 224	3 069	1 472	4 201	3 115	1 238	7 708	1 084
1977 2nd quarter	8 272	539	218	547	6 754	3 105	2 063	723	319	946	751	295	1 693	243
3rd quarter	8 829	591	232	588	7 189	3 394	2 128	736	530	1 029	742	309	1 634	244
4th quarter	8 491	593	218	462	6 966	3 318	2 221	744	354	967	688	292	1 730	244
1978 1st quarter r	8 850	697	206	502	7 162	3 312	2 187	759	366	977	737	306	1 832	241
2nd quarter r	9 093	727	242	591	7 328	3 449	2 263	805	381	1 034	758	296	1 841	253
3rd quarter r	9 556	742	254	646	7 651	3 455	2 344	766	344	1 073	786	311	1 941	263
4th quarter p	9 867	745	267	635	7 886	3 549	2 429	738	381	1 116	833	325	2 094	327
1978 October r	3 275	251	88	217	2 589	1 193	795	288	110	357	280	109	652	108
November r	3 304	248	90	229	2 617	1 195	820	224	151	387	256	112	679	106
December p	3 288	245	88	189	2 680	1 160	814	226	120	372	297	104	763	113
Percentage change	+3½	+½	+5	−1½	+3	+2½	+3½	−3½	+11	+4	+6	+4½	+8	+25

[1] Not seasonally adjusted. [2] Includes North Sea production installations.

in the fourth quarter; shipments to the oil exporting countries fell for the second successive quarter – by 2 per cent, while exports to the other developing countries rose by 6½ per cent – a further strong increase following the low second quarter level. The value of shipments to the centrally planned economies rose by 19 per cent.

By commodity (tables 8, 9 and 10)
The value of exports of manufactured goods (excluding erratic items) in the fourth quarter rose marginally, but volume fell by 1½ per cent.

Table 9 Exports by commodity: volume indices

Overseas Trade Statistics basis

Indices 1975 = 100 seasonally adjusted

					Manufactures[1]							
						Machinery and transport equipment[1,2]						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manufactures
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6 + 8
Weights	1 000	71	26	41	828	419	287	92	107	92	36	174
1977	119.0	111	125	164	118	105	102	105	141	116	120	135
1978 p	125.0	134	139	209	121	105	102	112	155	117	117	139
1977 2nd quarter	118.7	109	118	170	118	105	102	106	141	121	120	136
3rd quarter	123.9	114	130	183	123	110	103	105	150	120	122	131
4th quarter	118.1	115	121	149	117	105	104	105	142	109	112	138
1978 1st quarter	121.9	137	120	176	118	103	100	107	144	115	119	142
2nd quarter	122.7	134	141	205	119	108	102	120	154	118	113	131
3rd quarter	127.1	132	145	228	122	105	102	115	158	117	117	139
4th quarter p	128.3	132	148	225	123	105	103	107	163	120	120	145
1978 October	129.1	134	149	236	122	108	103	125	158	124	122	135
November r	128.6	131	150	242	122	105	104	96	170	111	123	144
December p	127.1	130	145	198	124	103	103	99	160	127	115	156
Percentage change	+1	—	+2	−1	+½	—	+1½	−7	+3½	+3	+2½	+4½

[1] Includes North Sea production installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 10 Exports by commodity: unit value indices

Overseas Trade Statistics basis

Indices 1975= 100 not seasonally adjusted

					Manufactures							
						Machinery and transport equipment[1]						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manufactures
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6 + 8
1977	142.5	137	144	150	143	149	148	152	128	136	139	142
1978 p	155.3	149	140	139	157	166	164	166	131	148	148	160
1977 2nd quarter	141.7	138	151	150	142	146	145	150	128	137	137	143
3rd quarter	145.3	142	145	154	145	152	151	156	129	136	142	145
4th quarter	147.2	139	138	150	148	158	156	161	130	137	145	143
1978 1st quarter	149.5	143	135	141	151	161	159	161	129	142	145	148
2nd quarter	153.7	148	141	140	155	162	162	159	131	145	147	162
3rd quarter	157.3	152	142	138	159	168	167	168	132	150	149	162
4th quarter p	160.8	152	142	138	163	173	170	178	132	154	151	167
1978 October	159.3	151	141	135	162	171	168	175	132	152	149	167
November r	161.1	153	143	138	164	174	171	180	132	156	152	165
December p	161.9	152	143	142	164	174	172	178	133	156	152	168
Percentage change	+2	−½	+½	—	+2½	+3	+2	+6	—	+2½	+1½	+2½

[1] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 11 Imports by area

Overseas Trade Statistics basis

£ million cif seasonally adjusted

		Developed countries					Developing countries			
	Total	Total	EEC	Rest of W. Europe	North America	Other	Total	Oil-exporting countries	Other	Centrally planned economies
1977	36 996	27 420	14 161	5 582	4 997	2 680	8 167	3 804	4 362	1 357
1978 p	40 972	31 759	16 589	6 992	5 342	2 835	7 852	3 468	4 384	1 298
1977 2nd quarter	9 601	7 212	3 551	1 647	1 309	705	2 117	1 030	1 087	342
3rd quarter	9 239	6 767	3 601	1 218	1 328	620	2 065	924	1 141	371
4th quarter	8 987	6 833	3 629	1 416	1 101	687	1 828	819	1 009	342
1978 1st quarter r	9 858	7 453	3 872	1 549	1 303	729	1 966	923	1 042	307
2nd quarter r	10 209	8 196	4 121	2 024	1 384	669	1 805	777	1 028	310
3rd quarter r	10 458	7 950	4 158	1 699	1 333	760	2 156	958	1 198	320
4th quarter p	10 447	8 159	4 439	1 720	1 322	678	1 925	809	1 115	361
1978 October r	3 383	2 676	1 457	526	444	249	628	251	376	95
November r	3 678	2 801	1 505	613	423	260	691	299	392	123
December p	3 386	2 682	1 477	581	455	169	607	260	347	143
Percentage change	—	+2½	+7	+1	−1	−11	−11	−16	−7	+13

Table 12 Imports by commodity

Overseas Trade Statistics basis

£ million cif seasonally adjusted

				Industrial materials				Finished manufactures [2]						
									Machinery and transport equipment [2]					
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manu-factures	Total	Total	Machinery	Road vehicles	Other transport equip-ment [1,2]	Other	Miscel-laneous
SITC (rev 2)	0-9	0 + 1	3	2,4,5,6	2 + 4	5	6	7 + 8	7	71-77	78	79	8	9
1977	36 996	5 945	5 252	13 491	3 612	2 365	7 513	11 803	8 780	5 298	2 133	1 349	3 023	505
1978 p	40 972	6 143	4 829	14 929	3 328	2 759	8 842	14 507	10 679	6 338	2 794	1 548	3 827	564
1977 2nd quarter	9 601	1 561	1 377	3 462	888	593	1 981	3 086	2 346	1 297	496	553	741	122
3rd quarter	9 239	1 547	1 278	3 324	897	599	1 828	2 964	2 204	1 369	555	280	760	141
4th quarter	8 987	1 336	1 223	3 346	847	569	1 931	3 014	2 236	1 347	598	291	778	123
1978 1st quarter r	9 858	1 518	1 260	3 600	843	652	2 104	3 263	2 411	1 440	667	305	852	117
2nd quarter r	10 209	1 559	1 071	3 535	808	672	2 056	3 944	3 037	1 567	707	762	908	131
3rd quarter r	10 458	1 593	1 249	3 883	826	676	2 381	3 561	2 567	1 610	731	226	994	184
4th quarter p	10 447	1 472	1 249	3 911	851	759	2 301	3 739	2 665	1 721	689	254	1 074	132
1978 October r	3 383	444	385	1 300	277	245	778	1 223	859	575	200	84	363	53
November r	3 678	562	437	1 396	289	263	844	1 236	879	569	232	78	357	36
December p	3 386	466	427	1 215	285	251	679	1 280	926	576	258	92	354	43
Percentage change	—	−7½	—	+½	+3	+12	−3½	+5	+4	+7	−5½	+12	+8	−28

[1] Not seasonally adjusted. [2] Includes North Sea production installations.

Table 13 Imports by commodity: volume indices

Overseas Trade Statistics basis

Indices 1975 = 100 seasonally adjusted

				Industrial materials				Finished manufactures [1]				
									Machinery and transport equipment [1,2]			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manu-factures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)	0-9	0 + 1	3	2,4,5,6	2 + 4	5	6	7 + 8	7	71-77	78	8
Weights	1 000	177	177	341	92	55	194	283	207	137	37	76
1977	108.9	102	83	116	113	133	113	123	125	117	160	118
1978 p	118.2	101	81	129	114	165	126	142	143	139	169	142
1977 2nd quarter	112.2	107	85	117	109	134	116	130	134	116	150	118
3rd quarter	108.0	105	80	114	111	135	110	123	125	120	168	116
4th quarter	105.6	92	78	117	109	128	117	123	125	116	177	118
1978 1st quarter	116.4	101	85	128	116	153	126	132	132	126	174	133
2nd quarter	116.9	102	71	124	111	157	120	152	159	135	177	135
3rd quarter	119.8	105	84	133	112	161	134	139	136	141	171	146
4th quarter p	119.5	97	85	132	115	189	124	146	143	155	153	154
1978 October r	116.4	89	78	132	115	178	127	144	140	155	134	155
November r	125.5	110	90	138	118	184	135	146	143	154	155	156
December p	116.5	92	87	126	112	203	110	148	147	154	168	152
Percentage change	−½	−7½	+1½	−½	+2½	+17	−7	+5	+5	+9½	−11	+6

[1] Includes North Sea production installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 14 Imports by commodity: unit value indices

Overseas Trade Statistics basis

Indices 1975 = 100 not seasonally adjusted

				Industrial materials				Finished manufactures				
									Machinery and transport equipment [1]			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manu-factures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)	0-9	0 + 1	3	2,4,5,6	2 + 4	5	6	7 + 8	7	71-77	78	8
1977	141.5	132	148	141	145	140	140	144	146	144	155	139
1978 p	146.5	142	139	145	134	146	149	157	160	150	189	149
1977 2nd quarter	141.7	131	149	144	148	140	143	142	144	142	152	138
3rd quarter	143.6	135	149	143	148	143	141	146	148	146	155	143
4th quarter	142.6	137	146	139	139	143	138	148	151	147	161	142
1978 1st quarter	141.6	139	138	138	131	142	140	150	154	148	172	141
2nd quarter	146.1	142	141	143	133	145	147	156	158	150	185	149
3rd quarter	148.0	143	139	146	135	147	151	159	162	151	193	152
4th quarter p	150.3	143	137	151	136	149	159	162	165	152	205	155
1978 October	150.0	143	137	150	135	148	158	162	164	152	204	156
November r	149.8	144	135	151	134	148	159	162	165	152	204	154
December p	151.1	143	138	153	138	151	160	163	165	152	206	155
Percentage change	+1½	+½	−2	+3½	+½	+1½	+5	+2	+2	+½	+5½	+2

[1] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 15 Derivation of the visible trade figures on a balance of payments basis

£ million

	Exports				Imports				
	Recorded	Seasonally adjusted			Recorded	Seasonally adjusted			
	Overseas Trade Statistics basis (fob)	Overseas Trade Statistics basis (fob)	Valuation and coverage adjustments	Balance of payments basis (fob)	Overseas Trade Statistics basis (cif)	Overseas Trade Statistics basis (cif)	Adjustments to BOP basis: Valuation adjustments	Adjustments to BOP basis: Coverage adjustments	Balance of payments basis (fob)
1977	33 308	33 308	−1 126	32 182	36 996	36 996	−2 107	− 998	33 891
1978 p	37 366	37 366	−1 878	35 488	40 972	40 972	−2 238	−2 142	36 592
1976 2nd quarter	6 459	6 303	−143	6 160	7 927	7 753	−478	−166	7 109
3rd quarter	6 309	6 617	−104	6 513	7 873	8 208	−513	−50	7 645
4th quarter	7 408	7 320	−223	7 097	8 923	8 845	−518	−272	8 055
1977 1st quarter	7 809	7 716	−204	7 512	9 217	9 169	−563	−121	8 485
2nd quarter	8 463	8 272	−345	7 927	9 766	9 601	−576	−336	8 689
3rd quarter	8 486	8 829	−273	8 556	8 964	9 239	−511	−203	8 525
4th quarter	8 550	8 491	−304	8 187	9 049	8 987	−457	−338	8 192
1978 1st quarter r	8 756	8 850	−475	8 375	9 791	9 858	−530	−318	9 010
2nd quarter r	9 626	9 093	−354	8 739	10 616	10 209	−542	−753	8 914
3rd quarter r	9 047	9 556	−489	9 067	9 995	10 458	−581	−476	9 401
4th quarter p	9 937	9 867	−560	9 307	10 570	10 447	−585	−595	9 267
1978 July r	3 066	3 179	−152	3 027	3 381	3 462	−194	−91	3 177
August r	3 001	3 190	−186	3 004	3 229	3 391	−188	−248	2 955
September r	2 980	3 187	−151	3 036	3 385	3 605	−199	−137	3 269
October r	3 403	3 275	−178	3 097	3 576	3 383	−188	−198	2 997
November r	3 504	3 304	−248	3 056	3 866	3 678	−207	−229	3 242
December p	3 030	3 288	−134	3 154	3 128	3 386	−190	−168	3 028
Percentage change	+10	+3½		+2½	+6	—			−1½

Table 16 Exports: value and volume indices excluding the more erratic items

Overseas Trade Statistics basis — Seasonally adjusted

	Total [1]		Manufactures: Total [1]		Machinery and transport equipment [2]		Other manufactures [3]	
	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100
Weights		919		747		381		131
1977	29 852	116.8	23 717	115	11 245	102	4 578	128
1978 p	33 421	124.2	26 083	119	12 371	105	5 158	134
1977 2nd quarter	7 356	116.0	5 837	114	2 792	103	1 090	123
3rd quarter	7 889	121.5	6 249	120	2 885	104	1 203	132
4th quarter	7 600	115.9	6 075	115	2 974	104	1 184	129
1978 1st quarter r	7 931	120.2	6 243	116	2 959	102	1 267	136
2nd quarter r	8 071	121.6	6 306	117	3 082	107	1 187	125
3rd quarter r	8 647	127.8	6 743	123	3 135	106	1 352	139
4th quarter p	8 772	127.3	6 791	121	3 195	105	1 352	137
1978 October r	2 935	129.2	2 248	121	1 093	109	411	125
November r	2 917	126.7	2 230	119	1 051	103	437	135
December p	2 920	126.1	2 313	122	1 051	103	504	150
Percentage change	+1½	−½	+½	−1½	+2	−1	—	−1½

[1] Excluding ships, North Sea production installations, aircraft and precious stones. [2] Excluding ships, North Sea production installations and aircraft. [3] Excluding precious stones.

Table 17 Imports: value and volume indices excluding the more erratic items

Overseas Trade Statistics basis — Seasonally adjusted

	Total [1]		Industrial materials: Total [2]		Other semi-manufactures [3]		Finished manufactures: Total [2]		Machinery and transport equipment [2]	
	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100
Weights		931		304		158		250		174
1977	33 818	107.6	11 644	114	5 666	109	10 471	124	7 449	126
1978 p	37 010	116.8	12 486	127	6 399	121	12 988	145	9 160	146
1977 2nd quarter	8 443	107.1	2 856	111	1 375	104	2 534	121	1 794	123
3rd quarter	8 593	108.6	2 951	116	1 455	112	2 691	126	1 931	130
4th quarter	8 158	103.8	2 803	112	1 387	108	2 728	126	1 951	130
1978 1st quarter r	9 018	115.7	3 056	126	1 560	122	2 967	135	2 115	136
2nd quarter r	8 924	111.9	3 007	122	1 528	117	3 188	141	2 280	144
3rd quarter r	9 546	119.9	3 191	129	1 689	127	3 341	148	2 346	148
4th quarter p	9 523	119.8	3 232	130	1 623	119	3 493	155	2 419	155
1978 October r	3 086	116.9	1 084	131	562	124	1 142	153	778	152
November r	3 309	124.6	1 102	132	551	122	1 160	155	804	155
December p	3 128	118.0	1 046	128	510	111	1 191	156	837	158
Percentage change	—	—	+1½	+1	−4	−6	+4½	+5	+3	+4½

[1] Excluding ships, North Sea production installations, aircraft and precious stones. [2] Excluding ships, North Sea production installations and aircraft. [3] Excluding precious stones.

Within this broad group of commodities, the value of deliveries of machinery rose by 3½ per cent in value and 1½ per cent by volume, although there was little volume growth during the year. Shipments of road vehicles were down 3½ per cent in value and by 7 per cent in volume following high mid-year levels: these falls are more than accounted for by the effects of the industrial dispute at Ford's. Chemical exports increased steadily during the year and were up 4 per cent in value and by 3½ per cent in volume in the latest quarter, while shipments of metals rose by 6 per cent in value and 3 per cent in volume. The value of textile exports was 4½ per cent up, with a volume rise of 2½ per cent. The value of exports of other manufactured goods (excluding precious stones) was unchanged with a fall of 1½ per cent by volume. Exports of non-manufactured goods in total rose marginally in the fourth quarter. Within this category, shipments of food, beverages and tobacco were slightly higher in value with volume unchanged. Volume fell a little during the course of the year following the massive increase in the first quarter. The value of deliveries of basic materials increased by 5 per cent and volume by 2 per cent. Fuel exports, which rose strongly during the year, fell by 1½ per cent in value in the fourth quarter, reflecting lower exports of crude oil.

IMPORTS

By area (table 11)

In the fourth quarter, the value of imports from the developed countries was 2½ per cent higher than in the previous quarter. Deliveries from the EEC rose by 7 per cent, following a small rise in the previous quarter, while arrivals from the rest of western Europe rose by 1 per cent. Imports from north America fell again – by 1 per cent, while deliveries from the other developed countries were down by 11 per cent from a high third quarter level. Imports from the developing countries fell by 11 per cent, with falls, from high levels in the previous quarter, of 16 per cent in arrivals from the oil exporting countries, and of 7 per cent in deliveries from the other developing countries. There was a rise of 13 per cent in imports from the centrally planned economies.

By commodity (tables 12, 13, 14 and 17)

In the fourth quarter, both the value and volume of imports of food, beverages and tobacco fell, erratically, by 7½ per cent, to their lowest quarterly levels of the year. Imports of fuels were unchanged in value but increased by 1½ per cent in volume, with a further fall in price. Imports of industrial materials (excluding precious stones) have been on a rising trend during 1978, and this continued in the fourth quarter with arrivals increasing by 1½ per cent in value and by 1 per cent in volume. Within this group, imports of basic materials were 3 per cent higher in value, largely reflecting a volume increase of 2½ per cent. Following generally steady increases during the year deliveries of chemicals rose sharply in the fourth quarter by 12 per cent in value and 17 per cent in volume, while imports of other semi-manufactures (excluding precious stones) fell by 4 per cent in value and 6 per cent in volume from slightly high third quarter levels. Imports of finished manufactures have been on a sharply rising underlying trend during 1978. In the fourth quarter arrivals of finished manufactures (excluding the more erratic items) rose by 4½ per cent in value and 5 per cent in volume. Within this group, imports of machinery have grown particularly strongly, with rises of 7 per cent in value and 9½ per cent in volume in the latest quarter. Arrivals of road vehicles fell by 5½ per cent in value, while volume, which had shown little general change over the first three quarters of the year, fell by 11 per cent in the fourth quarter; both movements reflected the effect of the industrial action involving Ford. Imports of other finished manufactures (mainly consumer goods) also rose comparatively strongly during 1978, and increased by 8 per cent in value and 6 per cent in volume in the latest quarter.

Notes

1 The Ford dispute. Production and shipment – both export and import – of Ford goods have been affected in October and November by industrial action, which began at the end of September and ran until the strike ended on 24 November. In the overseas trade statistics, imports are recorded so that the statistics relate closely to goods shipped during the month. There was, therefore, a likely short-fall of all Ford's normal imports in October and of most of their normal imports in November. Imports in December appear to have returned to normal levels, and may also include some of the earlier short-fall. For exports, however, the position is rather different since documents used in compiling figures for a given month relate, on average, to goods shipped some two weeks earlier, with the delay naturally varying about this average. The effect of the industrial action on the October export figures is thought to be small, but the full impact was reflected in the November figures. For December, it appears that only a comparatively small proportion of Ford's normal exports is included in the figures. Although estimates can only be approximate, the dispute had a favourable net effect on the visible balance in October, possibly of the order of £50 million, and an unfavourable effect of about the same size in November. For December, it is estimated that there was an unfavourable effect of perhaps around £70 million. In the fourth quarter as a whole, therefore, there is an estimated adverse effect of about £70 million, with exports reduced by around £130 million and imports by about £60 million.

2 Revisions. The usual, small end-year adjustments have been made to the 1978 seasonally adjusted value series to bring the total of the individual months into line with the present recorded total for the year.

3 Treatment of oil platforms in the May and June import figures. The import figures for May and June include oil platforms valued on an overseas trade statistics basis at around £240 million and £260 million, respectively. The two platforms had been moved to Norway in July last year for completion. As there was no effective change in ownership, the import figures on a balance of payments basis include only the value of additional foreign goods (amounting to about £25 million in May and £50 million in June) used in completing the platforms. This mirrors the treatment adopted for exports in July last year when the value of the platforms was included in the figures on an overseas trade statistics basis but excluded on a balance of payments basis.

During the completion process, expenditure was incurred for services (the value of contracts for finishing the platform other than the supply of major items of equipment) and the estimates of net invisible earnings in recent quarters incorporate appropriate debits.

4 Figures for 1977. The figures for 1977 on an overseas trade statistics basis included in the tables do not yet incorporate the latest information recently published by Customs and Excise in 'Overseas Trade Statistics of the United Kingdom, 1977'. The differences, however, are comparatively small. At the level of total trade, a balance of payments adjustment has been incorporated to reflect the later 1977 figures.

5 Standard notes. Standard notes on definitions and coverage of the figures were published in *Trade and Industry*, 17 February.

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Combined engineering sectors: sales and orders up to October

SIC orders VII, VIII and IX

This article presents the new series of indices of sales and orders for the combined engineering industries rebased on 1975 = 100.

Overall the rebased series show a slightly more favourable picture of the engineering sector than the previous series based upon 1970 = 100. For example, total sales of the combined engineering industries fell by about 4½ per cent between 1973 and 1977 according to the 1970 based indices published in the 22-29 December issue of *Trade and Industry* but by only 1 per cent according to the rebased indices. This is because in the new indices the more dynamic faster growing industries, which were under-represented at the end of the time span of the old index, have a higher weight and those in decline a lower one. In addition the use of the restructured 1975-based wholesale price indices as deflators for the calculation of volume index numbers gives greater weight to price variations in those items whose volume of sales has increased most rapidly since 1970. An introduction to rebasing in general terms may be found in 'Rebasing the National Accounts – why and how and the effects' by J. A. Rushbrook, Economic Trends No 293, March 1978.

The trend estimates of the indices of engineering sales and orders suggest that the modest improvement in the performance of the engineering industries noted over recent months is being maintained. The seasonally adjusted index numbers for October were not so buoyant, however, as those for September.

The trend in total sales rose by about 1 per cent between July and October to reach a level appreciably above the average level of sales during the previous two years. In addition the trend of new orders has continued strongly upwards, with a rise of about 5½ per cent during the latest three months. This combination has boosted total order books by about 1 per cent over the same period, although these are still very short by the standards of 1973 and 1974.

The home market has been below base year level since 1975 but has shown signs of a slow recovery during the past year. Sales have risen noticeably from their low point in the last quarter of 1977, and new orders have also been rising since the middle of 1978. Although orders on hand have improved over the past year they remain at a very low level.

The export market has shown signs of increased activity recently, the trend in export new orders rose by about 9½ per cent between July and October, although the trend of export sales rose only marginally in this

Notes to table

[1] This ratio shows the number of months work in the order book in the base year at the then average rate of sales. [2] For orders-on-hand the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage charges have been based on the unrounded values and are given to the nearest half percentage point. p Provisional.

Volume index numbers for the combined engineering industries up to October

	Total			Home			Export		
	1975 average = 100	1975 average monthly sales = 100		1975 average = 100	1975 average monthly sales = 100		1975 average = 100	1975 average monthly sales = 100	
	Orders-on-hand (end of period)	New orders	Sales	Orders-on-hand (end of period)	New orders	Sales	Orders-on-hand (end of period)	New orders	Sales
Ratio orders-on-hand/ av monthly sales in 1975 [1]	7.7			7.3			8.6		
Trend estimates									
1976 p									
July	80	94	96	78	88	95	85	107	99
August	80	97	96	77	89	95	86	114	99
September	81	99	96	76	90	95	88	119	100
October	81	100	97	76	91	95	91	120	101
November	81	100	98	75	92	95	92	118	102
December	81	99	98	75	93	96	94	115	103
1977 p									
January	82	99	97	75	93	95	95	113	102
February	82	99	97	74	93	95	96	112	102
March	82	98	97	74	92	94	97	111	102
April	82	97	96	74	92	93	98	111	103
May	82	97	96	74	91	93	99	111	105
June	82	96	96	73	91	92	99	110	106
July	82	96	97	73	91	92	99	108	108
August	82	96	97	73	92	92	99	107	108
September	82	97	96	73	93	92	99	106	107
October	82	98	96	74	94	92	99	106	106
November	83	99	96	74	95	92	99	107	105
December	83	100	96	75	96	93	100	107	105
1978 p									
January	84	100	97	75	97	94	100	107	105
February	84	100	98	75	97	95	100	106	106
March	84	99	98	76	96	95	100	104	106
April	84	98	99	76	96	95	99	101	107
May	83	97	99	76	96	96	98	100	107
June	83	98	99	76	97	96	98	101	106
July	83	100	100	76	98	97	97	104	107
August	84	102	100	76	99	97	97	107	107
September	84	104	100	77	101	97	97	111	107
October	84	105	101	77	102	97	98	113	108
Percentage change [2] Jul-Oct 1978	+1.0	+5.5	+1.0	+1.0	+3.5	+0.5	+0.5	+9.5	+1.5
Seasonally adjusted									
1973	113	116	98	119	120	104	100	106	84
1974	114	103	102	115	102	104	112	106	97
1975	88	84	100	87	83	100	90	84	100
1976 p	81	92	97	75	87	95	94	104	101
1977 p	84	98	97	75	93	93	100	109	105
1976 p									
1st qtr	84	85	96	83	82	93	86	90	100
2nd	80	87	97	79	86	96	82	89	101
3rd	80	97	96	77	90	95	87	114	99
4th	81	100	97	75	90	94	94	123	103
1977 p									
1st qtr	82	99	97	74	94	95	97	109	101
2nd	82	98	97	73	90	93	100	115	106
3rd	82	96	97	73	92	92	99	106	108
4th	84	100	96	75	97	93	100	106	103
1978 p									
1st qtr	84	99	99	76	96	95	99	106	108
2nd	83	97	98	75	95	95	98	101	105
3rd	84	103	101	76	101	99	99	109	106
1977 p									
January	82	103	100	75	97	98	95	115	105
February	82	99	98	75	98	96	95	103	102
March	82	94	94	74	88	92	97	110	97
April	82	101	98	74	93	95	98	120	106
May	83	98	94	74	90	90	100	116	103
June	82	94	97	73	87	93	100	109	108
July	82	93	99	73	93	94	98	92	109
August	83	103	95	74	96	90	99	117	106
September	82	93	97	73	86	91	99	108	110
October	82	99	97	73	94	93	100	109	106
November	82	95	93	74	95	90	98	93	102
December	84	106	98	75	102	96	100	115	102
1978 p									
January p	83	94	96	75	91	92	99	101	105
February	85	109	98	76	102	94	102	126	107
March	84	95	102	76	96	99	99	91	111
April	83	94	96	76	93	93	99	95	103
May	84	103	99	76	98	96	99	113	107
June	83	93	99	75	93	96	98	93	106
July	83	99	98	77	104	95	96	89	105
August	83	101	101	76	95	97	96	115	111
September	84	109	103	76	104	104	99	122	103
October	85	103	97	78	101	92	98	108	111
May-Jul 1978 (av)	83	98	99	77	98	96	96	99	106
Aug-Sep 1978 (av)	85	105	101	78	100	97	98	115	108
Percentage change [2]	+2.0	+6.0	+2.0	+1.5	+1.5	+2.0	+2.5	+16.5	+2.0

period. Export orders on hand were little affected.

The revised figures published in this table are based on the Monthly Engineering Enquiry relating to October 1978. The response rate of 75 per cent to the enquiry for October 1978, is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for July, August and September 1978 response rates for these months were 93, 91 and 86 per cent respectively.

An expanded commentary, together with additional tables, is given in Business Monitor PM 33-36, Engineering (volume indices of sales and orders), obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £4.32 per annum. Separate commentaries and volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for mechanical, instrument and electrical engineering (SIC Orders VII, VIII and IX respectively).

The same nine series are given for each of the 36 industries within engineering in a quarterly Business Monitor PQ 33-36, Engineering (volume indices of sales and orders), also obtainable from HMSO for a subscription of £1.56 per annum.

Inquiries: Department of Industry, Room 607, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770.

Footwear industry: orders, deliveries and stocks in October

In the three months ended October 1978, deliveries in the footwear industry were estimated to be 3 per cent higher on a seasonally adjusted pairage basis than in the three months ended July 1978. Net new orders were 15 per cent lower than in the previous three months, while at the end of October orders-on-hand were 13 per cent lower than those in July 1978. The index of output in the three months ended October 1978 was 3 per cent higher than in the three months ended July 1978.

Detailed breakdown

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (minimum list heading 450 of the standard industrial classification). In using the index numbers, it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

Data on pairage

The data on pairage and value relate to complete footwear only sold by manufacturers classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Inquiries: Department of Industry, Room 522, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 6787.

Index of output: orders on hand, new orders, deliveires and stocks of complete footwear

Monthly averages or monthly totals

	Index of output 1975 = 100	Orders-on-hand (end period)		Net new orders			Deliveries			Stocks (end period)
		Million pairs	£m	Million pairs		£m	Million pairs		£m	Million pairs
1966		33.6					16.4			
1967		37.8		16.5			16.1			
1968		41.6		17.3			17.0			
1969		34.6		15.9			16.5			
1970		38.9		16.6			16.2			
1971		32.5	55.7	15.7			16.2		23.8	19.4
1972		29.5	59.6	15.2		24.8	15.4		24.5	18.5
1973	107	46.2	85.2	17.1		30.5	15.7		28.4	16.5
1974	105	44.3	79.5	14.3		30.9	14.4		31.3	18.0
1975	100	38.8	91.8	13.2		36.2	13.7		35.1	15.8
1976	99	46.8	132.9	13.8		42.8	13.1		39.4	14.4
1977	104	44.8	142.3	13.3		49.3	13.4		48.5	16.0
	Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1976 1st qtr	98	42.6	89.2	14.6	13.2	38.9	13.3	13.0	39.8	19.0
2nd	98	46.3	107.5	12.8	13.2	40.4	11.5	12.4	34.3	20.9
3rd	98	36.9	89.7	10.0	12.2	34.7	13.2	12.9	40.7	17.2
4th	101	46.8	132.9	17.6	16.3	57.3	14.3	13.8	42.9	14.4
1977 1st qtr	103	57.6	140.9	17.4	16.0	51.7	13.8	13.6	49.0	14.7
2nd	105	57.4	154.2	12.7	12.6	48.2	12.8	13.3	43.7	17.2
3rd	103	47.5	110.3	10.1	12.3	35.0	13.3	13.2	49.6	14.1
4th	106	44.8	142.3	13.3	12.8	49.3	13.4	13.6	48.5	16.0
1978 1st qtr	99	60.9	156.7	18.4	16.9	58.5	13.0	12.7	53.7	17.2
2nd p	105	66.2	177.3	14.3	14.6	56.6	12.5	13.6	49.8	21.2
3rd p	108	51.7	148.4	8.9	10.7	48.1	13.8	13.9	57.7	17.9
1976 January	102	38.9	88.2	13.2	13.8	33.9	13.1	14.0	37.6	
February	97	40.0	89.3	14.1	13.1	40.3	12.9	12.7	39.2	
March	96	42.6	89.2	16.5	12.8	42.5	13.9	12.4	42.6	
April	99	42.2	94.4	12.2	10.7	39.7	11.6	12.4	34.5	
May	99	48.0	108.4	15.9	14.7	47.0	11.1	12.3	33.0	
June	96	46.3	107.5	10.2	14.3	34.4	11.8	12.5	35.3	
July	96	40.8	90.7	6.3	11.3	20.2	11.8	12.6	37.0	
August	97	38.1	87.9	8.8	12.3	33.7	11.4	12.3	36.6	
September	101	36.9	89.7	15.1	13.1	50.3	16.2	13.8	48.5	
October	100	44.9	111.7	23.6	18.3	67.6	15.6	13.7	45.7	
November	100	45.9	126.0	15.6	14.1	59.1	14.6	13.1	44.8	
December	104	46.8	132.9	13.6	16.4	45.0	12.6	14.8	38.1	
1977 January	100	51.8	133.8	16.3	18.5	42.7	11.9	13.2	41.8	
February	103	54.2	136.9	16.4	15.1	52.6	14.0	13.7	49.5	
March	105	57.6	140.9	19.1	14.5	59.7	15.6	14.0	55.7	
April	102	60.4	153.5	14.8	13.5	53.0	12.0	13.4	40.3	
May	109	62.6	164.0	15.8	13.7	56.4	13.7	14.5	45.9	
June	104	57.4	154.2	7.5	10.6	35.2	12.7	13.3	45.0	
July	99	53.7	135.4	8.0	15.1	23.5	11.7	13.1	42.2	
August	106	47.2	123.7	6.5	8.6	13.0	13.0	13.4	48.2	
September	104	47.5	110.3	15.7	13.2	45.2	15.4	13.0	58.6	
October	106	44.8	128.9	12.6	9.6	75.2	15.4	13.5	56.6	
November	107	41.5	134.9	11.6	10.6	61.8	14.9	13.3	55.7	
December	105	44.8	142.3	14.7	18.1	50.2	11.4	13.8	42.8	
1978 January	97	54.6	140.5	21.9	23.1	47.0	12.1	12.8	48.8	
February	98	55.8	142.1	14.0	13.0	55.2	12.9	12.6	53.6	
March	103	60.9	156.7	19.3	14.6	73.3	14.1	12.7	58.8	
April p	109	57.2	163.9	8.6	8.3	55.6	12.2	14.5	48.4	
May p	98	67.5	184.6	22.3	18.4	69.4	12.1	12.2	48.7	
June p	107	66.2	177.3	12.1	17.1	44.9	13.3	14.0	52.2	
July p	108	57.3	155.7	3.4	6.6	29.8	12.3	13.8	51.3	
August p	113	54.0	149.4	10.8	14.5	52.6	14.1	14.6	58.9	
September p	103	51.7	148.4	12.6	11.1	62.0	15.0	13.2	63.0	
October p	106	50.0	154.9	14.1	10.2	73.6	15.8	13.2	67.2	

[1] Based on early returns, seasonally adjusted deliveries in November are expected to be 13.5 million pairs (unadjusted deliveries 14.5 million pairs). p Provisional.

'T & I' index

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

Made-up clothing: orders and deliveries in October

In the three months ended October 1978 deliveries by the clothing industry were provisionally estimated to have been 3 per cent lower than in the preceding three months while net new orders were unchanged. Order-on-hand at the end of October 1978 were 1 per cent higher than the end-July 1978 level. (These comparisons are based on the seasonally adjusted series in the accompanying tables.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

All indices have been rebased from 1970 = 100 to 1975 = 100.

Inquiries: Department of Industry, Room 524, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0116.

Made-up clothing
Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1974 = 100		Average 1975 Deliveries = 100		Average 1975 Deliveries = 100	
1973	110		108		102	
1974	100		100		100	
1975	98		103		100	
1976	92		102		98	
1977	96		107		104	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1973						
1st qtr	102	107	111	113	102	100
2nd	123	113	119	111	102	104
3rd	105	114	89	106	100	101
4th	110	108	115	104	107	104
1974						
1st qtr	116	121	98	101	95	94
2nd	120	110	107	99	99	102
3rd	95	103	84	99	101	101
4th	100	99	111	102	105	103
1975						
1st qtr	112	116	103	109	103	106
2nd	115	106	116	105	100	100
3rd	88	95	83	97	97	97
4th	98	97	110	102	100	98
1976						
1st qtr	90	93	96	97	99	98
2nd	114	104	113	105	96	99
3rd	87	93	87	102	98	97
4th	92	91	110	102	101	98
1977						
1st qtr	101	105	110	110	105	104
2nd	108	99	107	99	100	104
3rd	91	97	97	111	104	103
4th	96	94	113	107	107	106
1978						
1st qtr	93	95	104	107	103	103
2nd p	112	101	116	105	102	105
3rd p	95	104	93	107	105	105
1977						
Jan	99	102	98	113	93	104
Feb	98	103	110	106	111	105
Mar	101	105	121	110	111	102
Apr	106	104	115	105	100	104
May	113	100	118	89	101	102
Jun	108	99	87	104	99	107
Jul	97	96	94	119	105	105
Aug	91	96	82	109	93	102
Sep	91	97	116	105	115	101
Oct	91	95	126	98	123	104
Nov	95	94	116	97	107	101
Dec	96	94	97	126	91	112
1978						
Jan	93	95	88	103	91	101
Feb	90	94	108	106	109	103
Mar	93	95	115	112	108	107
Apr p	105	101	133	109	111	105
May p	118	102	126	105	95	106
Jun p	112	101	87	100	101	104
Jul p	103	103	91	110	107	108
Aug p	96	104	74	103	91	102
Sep p	95	104	114	109	116	105
Oct p	98	104	126	102	118	101

p Provisional.

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Price £2.10. ISSN 0308-6666. Annual subscription including supplement of definitions and postage £30.16.
From HMSO, PO Box 569, London SE1 9NH.

Overseas travel and tourism: third quarter 1978

During the third quarter of 1978, 4.7 million overseas visitors came to the UK, an increase of 4 per cent on the same quarter of 1977.

Visits abroad by UK residents were up 19 per cent to 5.2 million, the first time that the figure of 5 million has been reached for any quarterly period.

Expenditure

Expenditure by overseas visitors in the third quarter of 1978 totalled £947 million at current prices. On a seasonally adjusted basis their expenditure was estimated at £611 million which was 7 per cent higher than the same quarter in 1977 and 11 per cent higher than in the second quarter of 1978.

Expenditure by UK residents abroad increased to £615 million at current prices or £366 million when seasonally adjusted – 43 per cent higher than the third quarter of 1977, and 7 per cent higher than in the second quarter of 1978. The positive balance of the travel account in the third quarter, at £245 million seasonally adjusted, was an improvement on the first two quarters, but still below the average level of the surplus during 1977. This still quite considerable surplus of the travel account of the balance of payments has been achieved despite the numbers of UK visits abroad exceeding the numbers of visitors to the UK, because of the higher rates of spending per visit of overseas visitors to the UK to that of UK tourists abroad.

These figures, which include estimates of those travelling from and to the Irish Republic, are from the International Passenger Survey, and will be published shortly in the Business Monitor, M6, Overseas Travel and Tourism.

Overseas visitors to the UK

The number of visitors to the UK from EEC countries (but excluding the Irish Republic) in the third quarter 1978 fell by 2 per cent compared with the corresponding period of 1977. There were decreases of 12 per cent in the number of visitors from France, and 6 per cent from Belgium and Luxembourg. However there were increases in the number of visitors from Denmark of 15 per cent and from West Germany of 8 per cent.

Numbers of visitors from other western European countries rose by 5 per cent with increases in the numbers from Sweden of 24 per cent, and from Switzerland of 12 per cent. There were decreases in the number of visitors from Austria of 19 per cent and from Finland of 11 per cent.

Numbers of north American visitors rose by 10 per cent; the numbers from the United States increased by 14 per cent while those from Canada decreased by 1 per cent. The number of visitors from other countries rose by 9 per cent. There were increases in the number of visitors from New Zealand, eastern Europe, latin America and South Africa of 45 per cent, 30 per cent, 17 per cent and 15 per cent respectively. There was a decrease in the number of visitors from north Africa of 31 per cent.

The most notable decreases in numbers were for France, and Belgium and Luxembourg, and the other decreases were only for countries with small numbers of visitors. The small overall increase, not shown by all country groups or aspects of tourism, suggests a stable or slightly increasing flow of visitors after the slight fall, earlier in 1978, from the record levels achieved in jubilee year.

The number of visitors coming by air increased by 13 per cent, to 2 434 000, but those coming by sea decreased by 6 per cent, to 1 853 000.

Holiday visits in the third quarter 1978 remained at the same level as the third quarter in 1977. However there were increases in the numbers of business visits, in visits to friends

Table 1 **Overseas visitors to the United Kingdom**

Thousands

		Area of residence				Mode of travel[1]		Purpose of visit[1]			
	Total all visits	North America	W. Europe EEC[1]	W. Europe non-EEC	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other purposes
1975	8 844	1 817	3 599	1 128	1 597	5 053	3 088	3 795	1 541	1 440	1 365
1976	10 071	1 967	4 263	1 385	1 752	5 652	3 716	4 606	1 669	1 526	1 567
1977 r	11 470	2 215	4 890	1 622	1 981	6 463	4 244	5 271	1 865	1 664	1 906
% change 1977/76	+14	+13	+15	+17	+13	+14	+14	+14	+12	+9	+22
1977 r											
1st qtr	1 861	302	795	321	331	1 225	524	743	411	309	286
2nd	2 907	609	1 291	393	432	1 572	1 153	1 398	468	408	451
3rd	4 468	870	1 929	540	798	2 157	1 980	2 292	448	609	787
4th	2 234	433	875	368	421	1 509	588	837	539	339	382
1978											
1st qtr	1 851	321	798	279	319	1 185	532	649	431	348	287
2nd	2 833	604	1 225	336	467	1 539	1 092	1 287	505	367	472
3rd	4 659	961	1 891	566	869	2 434	1 853	2 293	467	654	874
% change 1978/77											
1st qtr	−1	+6	0	−13	−4	−3	+2	−13	+5	+13	0
2nd	−3	−1	−5	−14	+8	−2	−5	−8	+8	−10	+5
3rd	+4	+10	−2	+5	+9	+13	−6	0	+4	+7	+11

[1] Excluding visits from the Irish Republic. r Revised. Source: International passenger survey.

Table 2 **Visits abroad by United Kingdom residents**

Thousands

		Area visited				Mode of travel[1]		Purpose of visit[1]			
	Total all visits[2]	North America	W. Europe EEC[1]	W. Europe non-EEC	Other areas	Air	Sea	Holiday[2]	Business	Visits to friends and relatives	Other Purposes
1975	11 607	492	4 602	4 170	849	6 505	3 608	6 891	1 520	1 282	575
1976	11 079	547	4 512	3 725	903	6 411	3 276	6 287	1 757	1 311	476
1977 r	10 941	573	4 521	3 584	895	6 456	3 116	6 016	1 827	1 348	515
% change 1977/76	−1	+5	0	−4	−1	+1	−5	−4	+4	+3	+8
1977 r											
1st qtr	1 717	92	652	545	235	1 202	323	753	437	280	73
2nd	2 849	116	1 278	908	212	1 643	871	1 535	492	321	206
3rd	4 364	237	1 786	1 501	246	2 277	1 494	2 754	391	527	145
4th	2 010	128	805	629	203	1 335	429	975	507	219	91
1978											
1st qtr	1 898	99	752	475	317	1 279	365	858	435	270	100
2nd	3 273	145	1 406	1 020	314	1 883	1 001	1 880	505	302	227
3rd	5 198	280	2 143	1 778	348	2 687	1 862	3 420	403	549	208
% change 1978/77											
1st qtr	+11	+8	+15	−13	+35	+6	+13	+14	0	−4	+36
2nd	+15	+25	+10	+12	+48	+15	+15	+23	+2	−6	+10
3rd	+19	+18	+20	+18	+42	+18	+25	+24	+3	+4	+43

[1] Excluding visits to the Irish Republic. [2] Includes cruise holidays not allocated to area or mode of travel. r Revised. Source: International Passenger Survey.

and relatives, and in visits for other purposes (including those for shopping and study) of 4 per cent, 7 per cent and 11 per cent respectively. The figures referred to above are summarised in table 1.

Visits abroad by UK residents

The numbers of visits to EEC countries by UK residents (excluding those to the Irish Republic) in the third quarter of 1978 rose by 20 per cent compared with the corresponding period of 1977. There were increases in the numbers of visits to France of 27 per cent, to Italy of 26 per cent and to the Netherlands of 20 per cent. However, there were decreases in the numbers of visits to Denmark and West Germany of 11 per cent and 3 per cent respectively.

Numbers of visits to other western European countries rose by 18 per cent, with increases in the numbers to Switzerland of 43 per cent, to Portugal of 41 per cent, to Yugoslavia of 38 per cent, to Greece of 23 per cent, to Austria of 20 per cent and to Spain of 17 per cent.

Numbers of visits to North America were up by 18 per cent, with an increase in the numbers to the United States of 34 per cent. Visits to other areas increased by 42 per cent, with an increase in the numbers to eastern Europe of 41 per cent.

The general increase in visits abroad by UK residents, eg to the widely differing holiday attractions of countries such as France, Switzerland, Portugal, eastern Europe and the United States, is probably a reflection of several factors. These will include the poor summer weather in Britain during 1977, a rise in earnings in the UK, combined with a strengthening of the pound, and in the case of visits to the United States cheaper transatlantic air fares coupled with a decline in the value of the dollar.

There was an increase in the numbers of visits abroad by air of 18 per cent to 2 687 000, and an increase in visits of 25 per cent to 1 862 000. In the third quarter of 1978 holiday visits, accounting for three-quarters of all visits abroad, rose by 24 per cent, business visits by 3 per cent, visits to friends and relatives by 4 per cent and visits for the smaller category of other purposes by 43 per cent. The figures referred to above are summarised in table 2.

Table 3 **Overseas earnings and expenditure[1]– at current prices**

	Overseas visitors to the UK		UK residents going abroad		Balance (£ million)	
	Earnings (£ million) current prices		Expenditure (£ million) current prices		Current prices	
1975	1 123		878		+245	
1976	1 633		1 006		+627	
1977 r	2 178		1 100		+1 078	
% change 1977/76	+33		+9		+72	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1977 r						
1st qtr	332	508	169	278	+163	+230
2nd	497	525	273	273	+224	+252
3rd	849	571	438	255	+411	+316
4th	500	574	220	294	+280	+280
1978						
1st qtr	346	528	213	354	+133	+174
2nd	506	548	338	343	+168	+205
3rd	947	611	615	366	+332	+245

[1] Includes estimates for the Irish Republic and the Channel Islands. r Revised. Source: International Passenger Survey.

Note

As from the first quarter of 1978 there have been some minor changes in the definitions of country areas, the most notable of these being the transfer of the Canary Islands from 'Western Europe non-EEC' to 'Other areas'.

Index of average earnings in November

Average earnings of employees in Great Britain are estimated to have risen by 13.2 per cent between November 1977 and November 1978. This estimate is based on the monthly index for the whole economy, covering in total about 21 million employees, which was introduced from January 1976.

Recent figures are:

Table 1 **Index of average earnings of employees in Great Britain**

Whole economy (new) series, not seasonally adjusted

	Index Jan 1976 = 100	Percentage increase over 12 months
1977		
October	117.9	8.7
November	120.1	8.6
December	121.7	9.4
1978		
January	121.5	9.5
February	122.7	10.5
March	125.0	10.4
April	127.2	12.4
May	129.4	12.6
June	133.1	15.4
July	133.6	14.2
August	131.7	13.9
September	134.2	15.1
October	135.2	14.7
November p	136.0	13.2

p Provisional.

In the production and certain other industries, employing in total about 11 million employees, and covered by the older series index introduced from January 1963, earnings increased by about 14.3 per cent over the 12 months to November.

Recent figures are:

Table 2 **Index of average earnings in production industries and some services** [1]

Older series

		Seasonally adjusted		
	Index January 1970 = 100	Index January 1970 = 100	Percentage increase over previous month	Percentage increase over previous 12 months
1978				
April	325.9	325.7	3.4	14.8
May	330.9	327.2	0.4	14.5
June	336.6	334.0	2.1	16.6
July	338.0	332.7	−0.4	16.2
August	332.8	333.2	0.1	15.8
September	339.6	338.0	1.5	16.2
October	345.6	344.8	2.0	16.6
November p	347.9	343.5	−0.4	14.3

p Provisional.

[1] Transport and communication (other than sea transport and postal services) and some miscellaneous services.

Table 3 **Indices of basic rates of wages**

	Indices, 31 July 1972 = 100		Percentage increase over previous 12 months	
	Basic weekly rates	Basic hourly rates	Basic weekly rates	Basic hourly rates
1978				
31 July	264.7	266.3	16.0	16.0
31 August	266.0	267.6	16.3	16.3
30 September	266.0	267.6	16.2	16.2
31 October	270.1	271.8	17.7	17.7
30 November	271.1	272.7	17.3	17.3
31 December	271.1	272.8	16.4	16.4

Indices of basic rates of wages

At the end of December 1978, nationally-negotiated basic weekly rates of wages of manual workers were on average 16.4 per cent higher than a year earlier. During December, the index of basic weekly rates remained unchanged at 271.1.

The indices only take account of changes in nationally-negotiated rates. The year-on-year increases consequently reflect that national rates for engineering workers remained unchanged from February 1976 until April 1978.

Inquiries: Watford 28500 ext. 319.

What is 'Financial Statistics'?

Financial Statistics is a monthly publication by the Central Statistical Office and the source of many figures used in articles by financial journalists and in stockbrokers' circulars. It brings together the key financial and monetary statistics of the United Kingdom.

Financial Statistics is the prime source of UK detailed quarterly *financial accounts*. These include all recorded financial flows between sectors of the economy and bring a sense of proportion to the statistics of the different types of financial institutions and the various savings media.

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An **Explanatory Handbook for Financial Statistics** is also available. It contains notes and definitions which add to the understanding of all the tables, and explains the relationship between them. The handbook is included in the annual subscription charge or can be obtained separately (£1.35 net).

Price £3.20 (by post £3.52). Annual subscription £43.91 including postage, From HMSO, PO Box 569, London SE1 9NH.

Release dates of economic statistics to be published in February

Information in this table is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publications of major economic series in February. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date and series	Method of release	Source
February		
2 Fri		
UK official reserves (Jan)	PN	Treasury
Capital issues and redemptions (during the month of January)	PN	Bank of England
5 Mon		
Retail sales (Dec – final)	PN	Department of Trade
Wholesale price index numbers (Jan – prov)	PN	Department of Industry
Hire purchase and other instalment credit business (Dec)	PN	Department of Trade
Building society house prices and mortgage advances (4th qtr)	PN	Department of the Environment
6 Tues		
Slum clearance (4th qtr)	PN	Department of the Environment
Housing starts and completions (Dec)	PN	Department of the Environment
House renovations – work completed (4th qtr)	PN	Department of the Environment
London clearing banks' monthly statement (mid-Jan)	PN	CLCB
UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Jan)	PN	Bank of England
8 Thurs		
Provisional figures of vehicle production (Jan)	PN	Department of Industry
9 Fri		
Central government financial transactions (including borrowing requirement) (Jan)	PN	HM Treasury
12 Mon		
Retail sales (Jan – prov)	PN	Department of Trade
Turnover of the catering trades (4th qtr)	PN	Department of Trade
13 Tues		
Index of industrial production (Dec – prov)	PN	CSO
Building societies' receipts and loans (Jan)	PN	BSA
14 Wed		
Balance of payments current account and overseas trade figures (Jan)	PN	Department of Trade/ CSO
Basic rates of wages and normal weekly hours (Jan)	PN	Department of Employment
Monthly index of average earnings (Dec)	PN	Department of Employment
15 Thurs		
Finished steel consumption and stock changes (3rd qtr – final and 4th qtr – prov)	PN	Department of Industry
UK banks' assets and liabilities and the money stock (mid-Jan)	PN	Bank of England
London dollar and sterling certificates of deposit (mid-Jan)	PN	Bank of England
Consumers' expenditure (4th qtr – 2nd preliminary estimate)	PN	CSO
Building societies' mortgage survey, 5 per cent sample survey results (4th qtr)	PN	Department of the Environment
Cyclical indicators for the UK economy (Jan)	PN	CSO
16 Fri		
Usable steel production (Jan)	PN	BSC/BISPA
Retail prices index (Jan)	PN	Department of Employment
18 Sun		
Department for National Savings' monthly progress report (Jan)	PN	Department for National Savings
19 Mon		
CBI monthly trends inquiry (Feb)	PN	CBI
Turnover of the motor trades (4th qtr)	PN	Department of Industry
Preliminary estimate of gross domestic product based on output data (4th qtr)	PN	CSO
20 Tues		
Unemployment (Feb – prov)	PN	Department of Employment
Unfilled vacancies (Feb – prov)	PN	Department of Employment
Construction – new orders (Dec)	PN	Department of the Environment
22 Thurs		
Car and commercial vehicle production (Jan – final)	PN	Department of Industry
Capital expenditure by the manufacturing, distributive and service industries (4th qtr – prov)	PN	Department of Industry
Manufacturers' and distributors' stocks (4th qtr – prov)	PN	Department of Industry
New vehicle registrations (Jan)	PN	Department of Transport
23 Fri		
Sales and orders in the engineering industries (Nov)	*Trade and Industry*	Department of Industry
Bricks and cement production (Jan)	PN	Department of the Environment
26 Mon		
Public sector borrowing requirement and details of local authority borrowing (4th qtr)	PN	CSO

PN Press notice.

Index of industrial production for November

Figures for November suggest that after making broad allowances for losses of output attributable to industrial disputes in the motor vehicle industry, the underlying level of indus-

Index of industrial production: summary

Average 1975 = 100

	Total all industries	All industries other than construction	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering and allied industries	Textiles, leather and clothing	Other manufacturing	Construction	Gas, electricity and water
Order	II-XXI		II	III-XIX	III	IV-V	VI	VII-XII	XIII-XV	XVI-XIX	XX	XXI
Weights	1 000	810	41	697	77	66	47	298	67	142	182	80
1973	109.5	107.6	110.2	108.4	103.2	107.7	125.1	103.5	111.3	114.7	118.2	99.3
1974	105.1	105.0	90.0	106.5	102.5	110.6	114.6	104.6	103.6	109.5	105.8	99.2
1975	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1976	102.0	102.8	125.7	101.4	102.7	111.3	106.9	97.0	100.9	103.9	98.5	102.9
1977	105.8	107.5	187.7	102.9	103.9	114.4	102.0	99.1	101.6	105.7	98.0	107.0
1977 1st qtr	105.5	107.6	174.1	103.9	105.3	115.9	102.7	99.3	104.0	107.5	96.1	106.5
2nd	105.6	107.5	191.1	102.5	103.7	114.4	102.4	99.2	100.8	104.1	96.6	108.9
3rd	106.2	107.9	190.7	103.1	102.6	114.0	107.6	99.6	101.3	105.1	98.5	107.6
4th	105.8	106.9	194.7	102.0	104.2	113.4	95.4	98.4	100.2	106.1	100.7	105.2
1978 1st qtr	107.1	108.5	208.9	102.4	106.7	111.3	95.5	100.4	97.9	104.4	101.5	108.3
2nd	111.1	112.0	230.9	105.0	107.6	115.4	108.4	100.4	101.2	108.9	106.8	112.4
3rd	111.6	112.6	237.7	105.3	104.2	117.6	102.1	101.7	102.5	110.1	107.4	111.5
1978 Jan	106.9	108.3	205	102.4	109	111	91	101	97	105		108
Feb	107.4	108.9	215	102.2	106	110	96	100	98	105		111
Mar	106.9	108.2	207	102.5	106	113	100	100	98	103		106
Apr	111.4	112.4	223	105.5	106	115	107	101	105	111		116
May	110.2	110.9	234	103.7	107	114	106	100	99	107		111
Jun	111.6	112.6	236	105.7	111	117	112	100	100	109		110
Jul	111.8	112.8	237	105.3	103	119	113	101	103	106		114
Aug	112.1	113.1	239	105.9	105	117	93	103	103	112		111
Sep	111.0	111.9	237	104.7	105	116	101	100	101	112		109
Oct	109.2	110.3	243	102.9	107	117	99	97	100	109		106
Nov p	110.1	111.3	262	103.4	109	120	95	96	101	111		103
Percentage change latest three months on:												
1. previous three months	−1.5	−1.5	4.2	−1.8	0.6	−0.2	−7.2	−3.7	−1.6	1.3		−5.0
2. a year earlier	4.0	3.8	27.4	1.5	3.3	4.4	−0.7	−0.5	0.2	4.6		−0.5

p Provisional.

Economic Trends Annual Supplement No. 3

The monthly **Economic Trends** is well known. But did you know that the Central Statistical Office also publishes an **Annual Supplement** which provides a unique source for long runs of quarterly and annual data for the key series of economic indicators?

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From HMSO, PO Box 569, London SE1 9NH.

ISBN 0 11 724979 3

Index of industrial production: detailed analysis

Average 1975 = 100

	Mining and quarrying		Food, drink and tobacco		Chemicals, coal and petroleum products		Metal manufacture		Engineering and allied industries					
									Engineering					
	Coal mining	Other mining and quarrying	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Ferrous	Non-ferrous	Total engineering	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering
MLH	101	102-109	211-229	231-240	261-263	271-279	311-313	321-323	331-369	331-349	351-354	361-369	370
Weights	34	7	54	23	9	57	35	12	170	92	12	66	14
1973	103.3	142.5	106.0	96.3	120.6	105.8	127.8	116.9	98.4	97.2	92.4	101.3	95.4
1974	85.5	110.8	104.0	99.1	115.9	109.8	114.8	113.8	102.3	101.3	98.7	104.5	98.9
1975	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1976	92.8	277.9*	103.2	101.6	105.7	112.2	106.9	106.9	96.5	95.1	96.6	98.5	96.5
1977	90.1	638.4	105.1	101.2	102.7	116.2	99.8	108.7	97.3	93.2	98.7	102.7	93.2
1977													
1st qtr	91.5	555.7	106.6	102.2	105.4	117.4	99.2	113.0	98.3	95.9	96.3	102.0	90.9
2nd	91.1	653.5	105.1	100.2	102.7	116.2	100.4	108.3	96.4	92.6	99.3	101.3	100.5
3rd	89.9	656.6	104.6	97.9	102.2	115.8	107.9	106.7	97.6	93.1	99.7	103.4	96.7
4th	88.0	687.9	104.0	104.6	100.4	115.3	91.6	106.6	96.8	91.3	99.4	104.1	84.9
1978													
1st qtr	90.4	756.8	106.0	108.4	98.7	113.2	92.2	105.3	98.5	91.8	100.1	107.5	93.9
2nd	89.1	886.2	106.7	109.8	98.3	117.9	108.1	109.2	99.9	92.8	105.9	108.8	93.4
3rd	90.0	920.5	105.9	100.2	105.3	119.5	99.7	109.2	102.0	95.5	106.8	110.2	90.1
1978													
Jan	89	741	109	107	97	113	87	103	98	92	99	106	94
Feb	91	788	104	111	95	112	92	105	99	92	100	108	95
Mar	91	741	105	108	104	115	97	108	99	92	101	109	93
Apr	91	834	103	111	98	118	104	117	99	92	105	108	88
May	87	910	107	106	99	116	106	104	100	93	106	109	93
Jun	89	915	110	113	98	120	114	107	100	93	107	109	99
Jul	91	915	105	98	107	121	113	112	101	95	106	109	91
Aug	90	929	106	100	106	119	86	111	102	96	107	110	93
Sep	90	917	106	102	103	118	99	105	102	96	107	111	86
Oct	88	960	106	109	105	119	97	104	102	94	106	113	82
Nov p	90		108	109	103	123	92	104	101	92	105	114	84
Percentage change latest three months on:													
1. previous three months	−0.5	6.3	−0.3	2.7	0.2	−0.2	−8.0	−5.1	0.7	−0.6	−0.6	2.6	−10.7
2. a year earlier	0.8	43.3	3.0	4.1	4.4	4.4	−0.2	−2.2	5.2	2.4	6.6	8.3	−5.6

	Engineering and allied industries (continued)				Textiles, leather and clothing			Other manufacturing					
	Total vehicles	Motor vehicles	Other vehicles	Metal goods not elsewhere specified	Textiles	Leather, leather goods and fur	Clothing and footwear	Total bricks, pottery, glass, etc	Bricks, cement, etc	Pottery and glass	Timber, furniture, etc	Paper, printing and publishing	Other manufacturing industries
Weights	68	43	25	46	40	3	24	28	17	11	25	58	31
1973	113.3	118.8	103.5	110.3	117.1	107.1	102.1	113.7	120.7	103.5	118.9	115.7	110.2
1974	108.9	110.8	105.6	108.7	105.9	98.7	100.2	107.2	109.1	104.4	101.9	115.5	106.8
1975	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1976	97.2	100.2	91.9	98.8	103.0	102.3	97.1	101.0	99.1	103.8	103.9	102.5	109.0
1977	101.6	107.2	91.5	104.2	100.9	97.1	103.2	99.8	93.8	108.5	97.6	106.9	115.4
1977													
1st qtr	100.4	106.9	88.8	104.0	105.4	102.4	101.8	100.0	93.7	109.3	99.6	108.3	119.1
2nd	103.1	109.0	92.6	103.0	99.9	95.9	103.0	99.5	93.0	108.8	93.9	106.7	111.6
3rd	101.2	106.1	92.6	105.6	100.5	95.2	103.4	100.4	93.5	110.6	97.4	105.9	114.2
4th	101.5	107.0	91.9	104.0	98.0	94.8	104.7	99.3	95.2	105.2	99.4	106.7	116.6
1978													
1st qtr	105.2	113.3	90.9	102.5	97.1	90.8	100.0	96.2	89.2	106.2	96.7	105.8	115.5
2nd	102.2	107.9	92.2	101.9	99.7	103.0	103.5	103.2	95.1	114.9	103.7	109.2	117.9
3rd	101.6	107.7	90.8	104.8	100.9	102.1	105.3	103.9	94.1	118.0	104.9	111.5	117.5
1978													
Jan	107	117	91	103	98	91	98	96	90	105	95	105	121
Feb	104	112	91	102	98	91	100	97	89	109	98	106	116
Mar	104	111	91	103	96	91	102	96	89	105	97	107	109
Apr	104	110	92	106	104	103	108	106	97	118	106	109	122
May	104	110	93	98	98	103	100	102	94	115	104	107	112
Jun	99	104	92	102	97	103	103	102	95	112	101	111	119
Jul	102	108	91	104	100	102	109	100	92	111	103	108	112
Aug	106	114	91	108	103	102	104	106	94	122	103	114	123
Sep	97	101	91	102	100	102	103	106	96	121	109	112	118
Oct	87	84	90	99	99	101	101	104	96	117	107	112	111
Nov p	81	76	91	105	98	101	104	105	97	118	109	115	111
Percentage change latest three months on:													
1. previous three months	−13.7	−20.0	−0.3	−2.9	−1.2	−1.1	−2.4	2.7	2.3	3.1	5.7	1.7	−3.7
2. a year earlier	−12.4	−17.7	−1.6	−1.9	0.4	6.6	−0.7	5.6	2.5	9.6	6.8	6.4	−1.3

trial output changed little over the preceding six months.

Before any adjustment (apart from regular seasonal factors), the provisional estimates show that the average level of the all-industries' index in the period September to November 1978 was 1½ per cent below the level in the preceding three months while the index for manufacturing industries fell by 2 per cent. The analysis by broad market sector suggests that, over the same period, the output of the consumer goods industries fell by about 1½ per cent, output of investment goods industries dropped 2½ per cent and the output of the intermediate goods industries decreased by 1 per cent.

Data for the third quarter of 1978 have been revised upwards by about ½ point in the light of later information, principally for the construction industry.

The all-industries' index in the latest three months was about 4 per cent above its level in the same period a year ago; a similar comparison for manufacturing industries shows a rise of about 1½ per cent.

The index numbers are all seasonally adjusted. The seasonal adjustment process is designed to remove annually recurring month to month variations due, for example, to the incidence of holidays and other regular seasonal patterns of behaviour. The adjustments, however, can in general only be derived from analysis of past experience and may not be completely appropriate when holiday patterns change sharply. Changes in recent years in the amount and incidence of industrial holidays taken between Christmas and New Year's Day and around the Spring Bank Holiday may not be fully reflected in the seasonally adjusted estimates. **Inquiries:** 01-233 7239.

Studies in official statistics no. 31

Regional accounts

This booklet, prepared by the Central Statistical Office, describes the data sources and methods used in estimating gross domestic product, personal incomes and components of final expenditure for Scotland, Wales, Northern Ireland and the eight economic planning regions of England. A continental shelf region is also distinguished; this includes the profits of the UK offshore oil and gas activity. Certain of the estimates are further subdivided within the south-east region to distinguish the Greater London area.

The booklet provides an essential background for regional economists and others concerned with the interpretation of the published data in the regional accounts. The concepts adopted for the individual items within the accounts and the limitations of the data and methods used to produce the estimates are fully discussed.

Price £1.75 net (£1.90 by post). ISBN 0 11 630161 9

Index of industrial production for Scotland: second quarter 1978

Introduction

The index of industrial production for Scotland (1970 = 100) for the second quarter of 1978 is estimated at 107.8, 1.6 per cent above the level of the previous quarter. This increase was widely spread over the broad industrial sectors although the most marked increases were outside manufacuring. The second quarter level of output was some 2 per cent below the peak of 1973 third quarter.

Comparisons with the UK are difficult to interpret because of the rebasing of the UK index to 1975 (it is hoped that the rebased Scottish index will be available for the next article). But the rise in Scottish output (excluding MLH 104) in the second quarter appears to have been less marked than in the UK in the majority of sectors. In the period of the year to 1978 second quarter as compared with the previous year, industrial production in Scotland also rose more slowly than in the the UK, with the largest difference occurring in the investment goods sector.

Analysis by industry

The recovery in manufacturing output was mainly attributable to a 9 per cent increase in the other manufacturing sector. This more than offsets a 2 per cent fall in output in the engineering and allied industries. Within other manufacturing, virtually all the groupings showed an improved performance. But this increase partly reflects recovery from the weak performance of many of those sectors in the first quarter of 1978.

The downturn in engineering and allied industries resulted from low outturns for shipbuilding and marine engineering which continued to be depressed, and for vehicles where output was affected by an industrial dispute.

Outside the manufacturing sector, strong increases in output were recorded in mining and quarrying, and in gas, electricity and water. The increase in the former was in the constituent industries apart from coal mining, while the increase in the latter is attributable to the electricity industry.

Market sector analysis

The analysis of the results by market sector indicates that the production of consumer goods has changed little as compared with the

Table 1 Index of industrial production for Scotland: industrial analysis

seasonally adjusted (1970 = 100)

1968 SIC	Total all industries	All industries less MLH104 [1]	Total all manufacturing industries	Manufacturing industry: Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacturing	Engineering and allied industries	Textiles, leather and clothing	Total other manufacturing	Mining and quarrying	Construction	Gas, electricity and water
Weight per 1 000	1 000	998.8	729	170	55	53	270	67	114	30	170	71
1971	98.6	98.6	98.4	105	110	88	93	105	97	107	98	99
1972	101.0	100.9	100.2	109	125	86	90	109	102	95	102	110
1973	109.4	109.3	108.2	115	133	96	98	117	110	106	109	126
1974	107.4	107.1	109.2	119	145	90	104	107	100	97	95	123
1975	104.8	104.4	104.8	118	124	74	105	100	92	109	96	123
1976	105.4	104.9	106.0	118	148	73	101	107	94	106	92	130
1977	106.0	105.5	105.0	118	143	72	99	114	93	102	98	138
1973												
1st qtr	110.0	110.0	107.0	112	126	97	98	120	107	108	116	127
2nd	109.3	109.2	107.7	116	130	97	96	119	110	105	109	126
3rd	109.9	109.7	109.0	116	139	100	99	113	110	117	106	124
4th	108.5	108.4	109.0	115	138	92	100	115	112	94	102	125
1974												
1st qtr	105.6	105.4	107.6	120	148	83	100	106	100	71	98	119
2nd	109.0	108.7	111.5	118	149	94	106	113	102	102	95	119
3rd	108.2	108.0	109.7	121	146	89	103	107	101	113	94	126
4th	106.6	106.3	107.9	118	136	93	105	102	97	105	92	129
1975												
1st qtr	106.6	106.2	106.9	119	124	88	106	100	95	112	97	124
2nd	104.0	103.7	103.3	116	120	74	103	101	91	107	98	124
3rd	105.1	104.6	105.6	118	120	70	110	101	90	103	95	124
4th	103.5	103.1	103.6	118	132	66	102	100	91	114	94	121
1976												
1st qtr	105.1	104.6	105.1	116	142	71	102	103	95	112	94	129
2nd	105.1	104.6	105.6	120	152	71	100	106	92	108	92	129
3rd	104.3	103.8	105.7	118	150	72	100	108	94	102	89	127
4th	107.1	106.6	107.6	119	149	77	103	110	95	103	95	134
1977												
1st qtr	106.1	105.6	106.5	118	146	76	100	115	95	103	92	137
2nd	106.1	105.6	105.6	117	146	73	101	110	92	99	97	136
3rd	107.8	107.2	105.7	119	141	71	100	114	94	101	103	142
4th	104.1	103.5	102.1	117	140	67	93	116	91	105	99	135
1978												
1st qtr	106.1	105.4	103.1	121	142	67	95	111	89	103	104	142
2nd	107.8	107.0	104.2	121	143	71	93	112	97	112	105	150
Percentage change Q2 1978 on Q1 1978	1.6	1.5	1.1	0	1	6	−2	1	9	9	1	6
Latest 4 qtrs on preceding 4 qtrs	0.5	0.4	−2.4	1	−4	−7	−6	2	−1	3	10	7

Index of industrial production for the UK [2]

Industrial analysis seasonally adjusted (1970 = 100)

Weight per 1 000	1 000	999.7	697	77	66	47	298	67	142	41	182	80
Percentage change Q2 1978 on Q1 1978	3.8	3.1	2.5	1	4	13	0	4	4	11	5	4
Latest 4 qtrs on preceding 4 qtrs	3.1	1.3	0.3	1	−1	−4	1	−2	1	29	5	3

[1] Petroleum and natural gas industry MLH 104, covers exploration for, and extraction of, mineral oil and natural gas and also the stabilisation, separation and storage of these products. [2] UK figures as given in the press release of December 1978.

previous quarter. The output of investment goods fell slightly while intermediate goods experienced an increase of nearly 6 per cent to attain the highest level recorded for over three years.

Revisions

The indices published in this article have been amended following consideration of the implications of the 1973 annual census of production publication of which was completed last year. The more significant revisions have caused the 1973 indices for chemicals, coal and petroleum to be revised upwards by 7 per cent, mechanical and instrument engineering to be revised downwards by 1 per cent, electrical engineering to be revised downwards by 8 per cent, metal goods n.e.s. revised upwards by 11 per cent and timber, furniture revised downwards by 7 per cent.

As a result of these revisions, changes have been made to indices for quarters since 1973 but the general trend of movement in the series has remained the same for most sectors. The exceptions are for mechanical, instrument and electrical engineering where a rather different trend is now apparent. The overall effect has been the consequential downward revision of the all-industries index by up to 0.3 points in the period 1973-75, and around one index point in the years 1976 and 1977. This indicates that production has increased by rather less from the depression of 1975 than previously estimated.

Table 2 **Index of industrial production for Scotland: market sector analysis**

Seasonally adjusted (1970 = 100)

1968 SIC	All industries other than construction	Consumer goods			Investment goods	Intermediate goods
		Total	Durable	Non-durable		
Weights per 1 000	830	271	42	229	220	339
1971	98.8	105.6	109	105	90.1	98.9
1972	100.9	110.2	115	109	83.8	104.5
1973	109.6	118.5	121	118	93.9	112.7
1974	109.9	118.5	118	119	98.6	110.5
1975	106.6	116.0	110	118	100.7	102.9
1976	108.1	117.1	100	120	98.5	107.0
1977	107.7	119.6	108	122	94.7	106.6
1973						
1st qtr	108.7	117.5	125	116	93.5	111.7
2nd	109.2	118.5	117	119	92.7	112.6
3rd	110.6	117.5	116	118	95.5	114.8
4th	109.8	120.6	127	119	93.8	111.5
1974						
1st qtr	107.2	117.6	117	118	95.4	106.7
2nd	111.8	119.2	122	119	101.1	112.7
3rd	111.1	120.2	118	121	97.9	112.6
4th	109.6	116.9	114	118	99.8	110.0
1975						
1st qtr	108.6	118.8	121	118	100.6	105.7
2nd	105.2	114.9	111	116	98.9	101.6
3rd	107.2	117.6	120	119	103.3	101.2
4th	105.4	112.9	88	117	100.0	103.1
1976						
1st qtr	107.4	114.5	95	118	99.2	107.0
2nd	107.7	116.7	92	121	97.7	107.0
3rd	107.4	117.5	104	120	97.0	106.1
4th	109.7	119.6	110	121	100.0	108.0
1977						
1st qtr	109.0	119.7	112	121	96.6	108.5
2nd	108.1	118.4	106	121	98.0	106.2
3rd	108.7	119.6	106	122	96.8	107.6
4th	105.1	120.8	108	123	87.5	104.0
1978						
1st qtr	106.5	121.6	108	124	91.9	103.9
2nd	108.4	122.1	107	125	89.2	110.0
Percentage changes Q2 1978 on Q1 1978	1.8	0.4	−1	1	−2.9	5.9
Latest 4 qtrs on preceding 4 qtrs	−1.3	1.9	−1	2	−6.7	−0.8

Index of industrial production for the UK: market sector analysis

Seasonally adjusted (1970 = 100)

Weights per 1 000	810	243	66	177	218	349
Percentage changes Q2 1978 on Q1 1978	3.3	2.7	4	2	−0.5	5.8
Latest 4 qtrs on preceding 4 qtrs	2.8	1.5	1	2	1.4	4.5

New companies registered in Great Britain

Below are details of new companies registered in Great Britain during December 1978 showing nominal capital. The figures exclude unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2 702	—	2 702
Over £100 but under £1 000	54	—	54
£1 000 but under £10 000	891	—	891
£10 000 but under £50 000	487	—	487
£50 000 but under £100 000	76	—	76
£100 000 but under £1 000 000	123	—	123
£1 000 000 and over	10	—	10
Total number	4 343	—	4 343
	£ thous	£ thous	£ thous
Total amount of nominal capital	59 082	—	59 082

Companies registered in Great Britain in 1977 and 1978

	1977		1978	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3 225	30 825	4 555	31 447
February	4 330	34 505	4 316	38 325
March	5 843	49 266	6 024	52 299
April	5 499	41 860	5 031	47 396
May	4 097	27 086	5 939	59 998
June	4 169	61 951	5 023	45 806
July	4 172	34 238	5 264	57 870
August	4 242	42 331	5 087	50 191
September	4 527	51 261	5 484	92 414
October	4 404	37 741	5 482	41 488
November	5 007	33 987	6 131	60 558
December	5 005	30 739	4 343	59,082
Total	54 520	474 790	62,679	636,874

Inquiries: Cardiff (0222) 388588 ext. 2226.

Balance of payments

Pink book 1978

This publication, *United Kingdom Balance of Payments 1967-77*, prepared by the Central Statistical Office, is designed as a standard reference book for UK balance of payments statistics over a long run of years up to 1977. In addition to summary tables showing the general balance of payments for the United Kingdom, it contains 14 sections of tables each with comprehensive notes and definitions. Some of these expand the detail for individual sectors of the accounts; others deal with associated areas such as the financing of private investment and its overall effects on the balance of payments, estimating the City's overseas earnings, etc.

Price £3.95. ISBN 0 11 630177 5

The British Film Fund (the 'Eady' levy)

For the first time we publish the provisional distributions made by the British Film Fund Agency. These tables cover the nine-week period ended 25 November 1978[1]. Further allocations from the fund – familiarly known as the 'Eady' levy will be made at about five to six week intervals.

Title of film	Date of registration	Provisional payment (£)	Payee [2]
High cost films [3]			
The Eagle Has Landed	11. 3.77	252	Cinema International Corporation (UK)
Full Circle	21. 4.78	330	Cinema International Corporation (UK)
Confessions From A Holiday Camp	9. 8.77	251	Columbia Pictures Corporation Ltd
Jabberwocky	25. 3.77	456	Columbia Pictures Corporation Ltd
Midnight Express	21. 7.78	40 389	Columbia Pictures Corporation Ltd
The Odd Job	26. 9.78	2 031	Columbia Pictures Corporation Ltd
Rosie Dixon Night Nurse	10. 2.78	4 406	Columbia Pictures Corporation Ltd
Sinbad And The Eye Of The Tiger	23. 6.77	6 268	Columbia Pictures Corporation Ltd
Born To Run	16. 9.77	490	Walt Disney Productions Ltd
Candleshoe	8. 2.78	2 487	Walt Disney Productions Ltd
Escape From The Dark	1. 6.76	101	Walt Disney Productions Ltd
All Creatures Great and Small	11. 2.75	264	EMI Films Ltd
At The Earth's Core	12. 7.76	122	EMI Films Ltd
Cross Of Iron	11. 2.77	102	EMI Films Ltd
Death On The Nile	28. 9.78	31 555	EMI Films Ltd
It Shouldn't Happen To A Vet	29. 3.76	203	EMI Films Ltd
The Land That Time Forgot	3. 2.75	133	EMI Films Ltd
The Man Who Fell To Earth	17. 3.76	295	EMI Films Ltd
Murder On The Orient Express	7.10.74	125	EMI Films Ltd
Sweeney 2	17. 4.78	4 363	EMI Films Ltd
To The Devil – A Daughter	20. 2.76	100	EMI Films Ltd
Welcome To Blood City	30. 9.77	113	EMI Films Ltd
White Rock	3. 2.77	129	EMI Films Ltd
Never Too Young To Rock	7. 7.75	134	GTO Films (Distributions) Ltd
Side By Side	24.12.75	3 338	GTO Films (Distributions) Ltd
Black Joy	31.10.77	1 499	Hemdale International Films Ltd
Blue Belle	14. 2.77	595	Miracle Films Ltd
Digby The Biggest Dog In The World	12.12.73	159	Rank Film Distributors Ltd
The Ghoul	28. 5.75	842	Rank Film Distributors Ltd
Holocaust 2000	20. 2.78	209	Rank Film Distributors Ltd
Legend Of The Werewolf	30.10.75	842	Rank Film Distributors Ltd
The Sailor Who Fell From Grace With The Sea	22. 7.76	369	Rank Film Distributors Ltd
The Shout	2. 6.78	812	Rank Film Distributors Ltd
The Wild Geese	5. 7.78	138 984	Rank Film Distributors Ltd
The Silent Witness	5. 5.78	760	SJ Film Distributors Ltd
Cruel Passion	17. 2.78	854	Target International Pictures Ltd
The Four Feathers	28. 2.78	1 419	Trident-Barber Distributors Ltd
Inserts	21.11.75	167	United Artists Corporation Ltd
Juggernaut	9.10.74	288	United Artists Corporation Ltd
The Man With The Golden Gun	11.12.74	536	United Artists Corporation Ltd
Revenge Of The Pink Panther	13. 7.78	59 754	United Artists Corporation Ltd
The Spy Who Loved Me	6. 7.77	271	United Artists Corporation Ltd
Valentino	4.10.77	275	United Artists Corporation Ltd
The Squeeze	22. 2.77	118	Warner Bros Distributors Ltd
Low cost films [4]			
What's Up Nurse	11. 5.77	214	Blackwater Film Productions Ltd
What's Up Superdoc	21. 9.78	6 761	Blackwater Film Productions Ltd
A Lustful Lady	26. 6.78	543	Border Film Productions (London) Ltd
Naughty Girls	4. 9.75	754	Border Film Productions (London) Ltd
Eskimo Nell	16. 1.75	165	Eagle Films Ltd
Radio One On The Road	14.10.76	472	GTO Films (Distributions) Ltd
Remember Me This Way	22. 4.74	453	GTO Films (Distributions) Ltd
Shut Down	25. 1.78	2 440	GTO Films (Distributions) Ltd
Secrets Of A Super Stud	23. 6.76	305	Meadway International Productions Ltd
Fright-Mare	3. 2.75	1 067	Miracle Films Ltd
Over Exposed	24. 6.77	173	New Realm Distributors Ltd
The Rise And Fall Of Ivor Dickie	29. 3.78	2 392	New Realm Distributors Ltd
You're Driving Me Crazy	21. 6.78	4 119	New Realm Distributors Ltd
The Contract	28.10.74	102	Oppidan (UK) Ltd
Two Faces Of Love	11. 8.78	812	Oppidan (UK) Ltd
The Brute	7.11.77	334	Rank Film Distributors Ltd
Erotic Inferno/ Adam And Nicole	20. 5.75	803	Reynoldstown Ltd
Let Us Play Sex/ The Intruder	1. 6.76	849	Reynoldstown Ltd
Adventures Of A Plumber's Mate	30. 3.78	4 988	Salon Productions Ltd
Adventures Of A Private Eye	16. 3.77	113	Salon Productions Ltd
Adventures Of A Taxi Driver	17. 5.76	794	Salon Productions Ltd
On The Game	17. 1.74	280	Salon Productions Ltd
Hardcore	7. 3.77	105	Target International Pictures Ltd
Let's Get Laid	2. 6.78	1 234	Target International Pictures Ltd
Sweet Virgin	8. 3.78	977	Target International Pictures Ltd
Come Play With Me	25. 3.77	1 771	Tigon Film Distributors Ltd
Intimate Games	21. 4.76	663	Tigon Film Distributors Ltd
The Playbirds	19. 6.78	18 121	Tigon Film Distributors Ltd
East Of Elephant Rock	13. 1.78	205	Trident-Barber Distributors Ltd
Sextet	6. 8.76	177	Watchgrove Ltd
Short films [5]			
Asian Variations	24.12.75	144	Harold Baim Presentations Ltd
Highways And Byways	8. 2.78	773	Carrickford Productions Ltd
The Courageous Captain Cook	31.12.74	111	Cinema International Corporation (UK)
Harvest	6. 9.78	5 883	Cinema International Corporation (UK)
Hot Wheels	5. 9.78	122 907	Cinema International Corporation (UK)
Sailorman	10.11.76	559	Cinema International Corporation (UK)
Trinidad And Tobago	7. 3.78	782	Cinema International Corporation (UK)
Wednesday Country	25. 9.75	226	Cinema International Corporation (UK)
Footsteps	28.10.74	537	EMI Films Ltd
Golden Opportunities	20.12.76	393	EMI Films Ltd
Great Oriental Nightfish	28. 5.76 28. 9.78	574 2 659	EMI Films Ltd EMI Films Ltd
The Soul Of The Samurai	15. 7.76	184	EMI Films Ltd
The Way Of The Sword	15. 7.76	103	EMI Films Ltd
The Lake	21. 7.78	208	Enterprise Pictures Ltd
A Pride Of Penguins	23. 2.77	1 077	Films of Scotland
Tayside	31.12.74	144	Films of Scotland
Dear Marjorie Boobs	7. 9.77	1 750	New Realm Distributors Ltd
One Day My Prince Will Come	10.10.73	513	New Realm Distributors Ltd
Snake Bite	21. 6.78	1 247	New Realm Distributors Ltd
A Matter Of Taste	28. 6.77	431	Polonius Film Services
The Meeting Place	19.12.77	1 070	Polonius Film Services
Bon Bini Welcome	4.10.76	145	Queensway Promotions Ltd
California Triple	21. 8.78	2 323	Queensway Promotions Ltd
City Of Angels	28. 6.77	485	Queensway Promotions Ltd
Concorde	11. 8.76	996	Queensway Promotions Ltd
Flight Without Feathers	23. 8.76	452	Queensway Promotions Ltd
Gateway To The Presidents	27. 5.76	290	Queensway Promotions Ltd
Good Olde England	29.11.77	338	Queensway Promotions Ltd
Great Adventure	19.12.77	782	Queensway Promotions Ltd
Guns At The Wood	8.12.75	2 584	Queensway Promotions Ltd
Highway 5	29.11.77	1 129	Queensway Promotions Ltd
Hollywood	24.12.76	291	Queensway Promotions Ltd
The Italian Taste	21. 8.78	4 888	Queensway Promotions Ltd
Sabre 226	31. 3.78	1 460	Queensway Promotions Ltd
Sea The Caribbean	13. 4.76	142	Queensway Promotions Ltd
Sea World	19.12.77	2 099	Queensway Promotions Ltd
Three Jewels	5. 7.77	127	Queensway Promotions Ltd
Two Man Made Wonders	19. 3.75	796	Queensway Promotions Ltd
Vintage Italiana	31. 3.78	579	Queensway Promotions Ltd
Yellow Rose	27.10.75	234	Queensway Promotions Ltd
Yep And Nope	18. 6.75	1 052	Queensway Promotions Ltd
The Angelos Incident	19. 7.77	409	Rank Film Distributors Ltd
Banger Boys	24. 2.76	109	Rank Film Distributors Ltd
Captain Scott Goes East	24. 8.78	2 424	Rank Film Distributors Ltd
Fast Company	3. 2.78	884	Rank Film Distributors Ltd
The Great Pram Race	1. 2.78	4 935	Rank Film Distributors Ltd
Happy To Meet	8. 8.75	1 021	Rank Film Distributors Ltd
Hobb's Choice	14. 4.78	1 208	Rank Film Distributors Ltd
Location North Sea	1.12.75	114	Rank Film Distributors Ltd
RH And DR	7. 4.78	360	Rank Film Distributors Ltd
Seven Days In Summer	15.12.76	369	Rank Film Distributors Ltd
Wildlife USA	30.10.75	194	Rank Film Distributors Ltd
Thunder Of Light	31. 7.75	104	Seaward Film Productions Ltd
The End Of The Road	26. 9.77	213	United Artists Corporation Ltd
London Skateboards	20. 7.78	2 935	United Artists Corporation Ltd
Mountain Rescue	22. 4.77	163	United Artists Corporation Ltd
The Speed Sailors	24. 5.77	194	United Artists Corporation Ltd

[1] Excludes all films earning less than £100 in the current period and all newsreels. Details of these films will be shown in the annual tables. [2] The payee is either the maker or the assignee of the maker's rights, or a person nominated to receive payments on behalf of the maker or his assignee. [3] Long films (ie films with a running time of 33½ minutes and over), the labour costs of which exceed £50,000. [4] Long films, the labour costs of which do not exceed £50,000. [5] Films with a running time of less than 33½ minutes.

Films Act 1960: combination of quota periods

'Jaws 2'
The Department of Trade, after consulting the Cinematograph Films Council and upon the application of EMI Cinemas Ltd, has issued a direction that for the following cinemas the years 1979 and 1980 may be combined as a single quota period provided that the foreign film 'Jaws 2' is exhibited for a continuous period of at least eight weeks and one day at the following cinemas:

Aldershot ABC 1
Reading ABC 1
Bracknell ABC 1
Portsmouth ABC
Plymouth ABC 2
Bournemouth ABC 2
Oxford ABC 1
Cambridge ABC 1
Northampton ABC 1
Peterborough ABC
Colchester ABC
Norwich ABC 2
Hull ABC 1
Birmingham (New Street) ABC
Birmingham (Bristol Road) ABC 2
Nottingham ABC 1
Mansfield ABC 1
Derby ABC 2
Leicester ABC 2
Leeds ABC 2
Birkenhead ABC
St Helens ABC 1
Blackpool (Princes) ABC
Newcastle ABC 1
Sunderland ABC 1
South Shields ABC
Middlesbrough ABC 1
Darlington ABC 2
Glasgow ABC 2
Kilmarnock ABC 1
Edinburgh ABC 2
Halifax ABC 1
Canterbury ABC
Dumfries ABC
Yarmouth ABC
Hammersmith ABC 2
Ealing ABC 2
Edgware ABC 1
Enfield ABC 2
Mile End ABC 1
Ilford ABC 1
Woodford ABC 1
Fulham Road ABC 1
Bayswater ABC 1
Putney ABC 1
Purley (Astoria) ABC 1
Sidcup ABC 1
Bexleyheath ABC 2
Gravesend ABC 2
Luton ABC 2
Lincoln ABC

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday 19 January 1979.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
British					
Panic	BR/E 39894/21/1/84	20	17 January	Cinema International Corporation (UK)	Dearfilm Ltd.
British Hustle	BR/E 39897/21/1/84	45	17 January	ITC Film Distributors Ltd.	Pennyfilm Ltd.
Bangladesh I Love You	BR/E 39898/21/1/84	37	17 January	ITC Film Distributors Ltd.	Seven Stars Films Ltd.
Movietone News 2589	BR/E 39830/21/1/84	8	19 January	British Movietonews Ltd	British Movietonews Ltd.
Foreign					
Ashanti	F39892	117	17 January	Columbia-EMI-Warners Distributors Ltd.	Beverly Films S.A. Geneva
Paradise Alley	F39893	109	17 January	Cinema International Corporation (UK)	Universal Pictures California
End of the World	F39895	88	17 January	ITC Film Distributors Ltd.	Manson International California
The Private Files of J. E. Hoover	F39896	112	17 January	ITC Film Distributors Ltd.	American International Pictures California
Flight to Paradise	F39900	9	19 January	ITC Film Distributors Ltd.	Gordon Bradley Films Ltd. London
Community					
The Sharks Cave	EC 39899/21/1/84	83	18 January	Entertainment Film Distributors Ltd	Kolia Cinemat Rome and Amanecer Film Madrid

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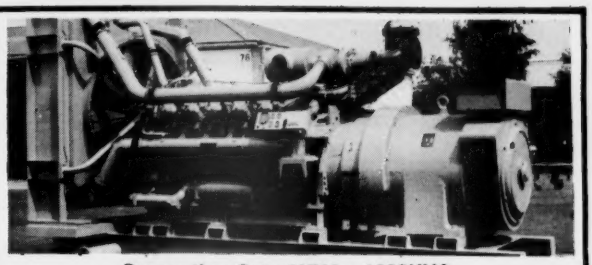

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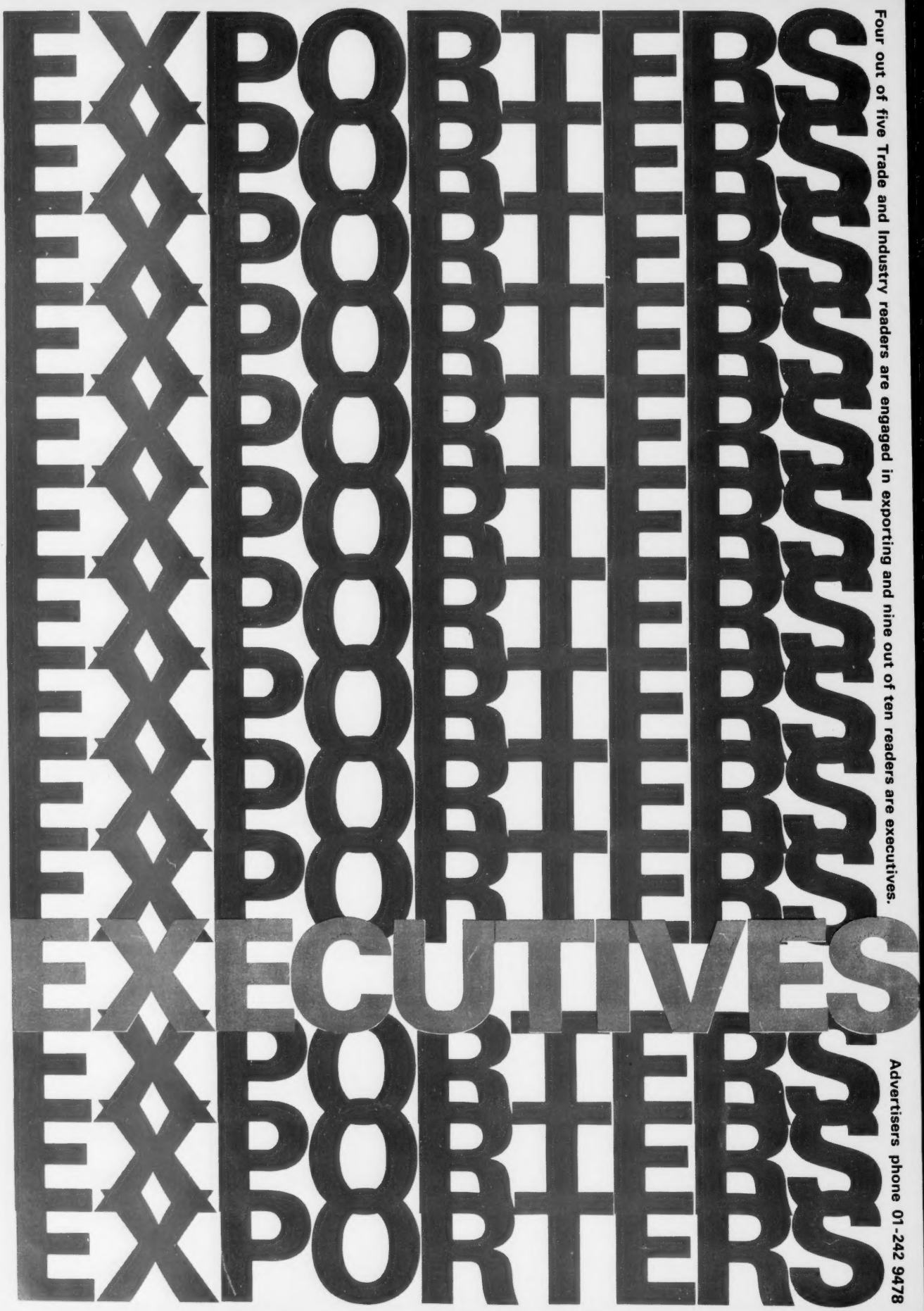

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